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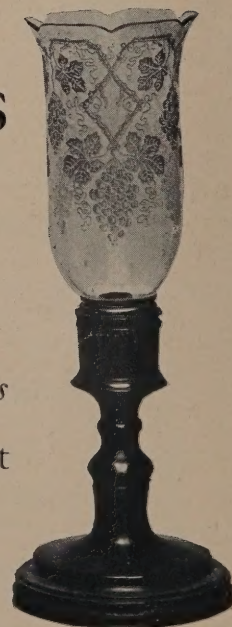
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CHIPPENDALE KRYSTOL

will join the ranks in Nineteen Hundred and Eleven. Contrary to rumor, this line will not be abandoned by us, but will be strengthened by the addition of new and beautiful articles—useful and ornamental.

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Abstract from a letter received December 7th.

"Chippendale glass displayed in our window to-day. We have pleasure in reporting that the public are interested—attracted—and buying. The line is positively delightful in design, finish and popular prices."

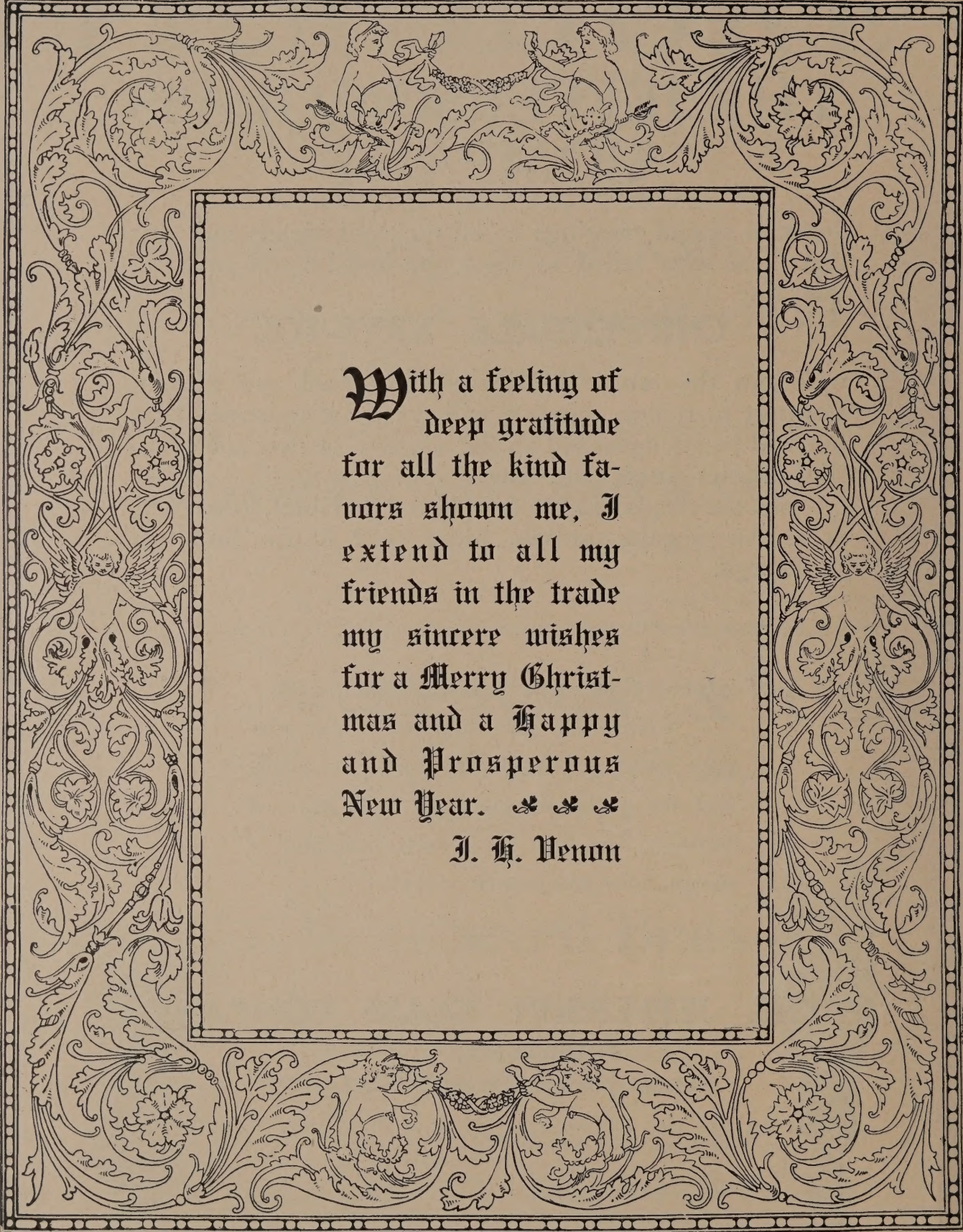
THE JEFFERSON GLASS COMPANY

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Providence, R. I., Chas. Hartford, 27 Bolander St.
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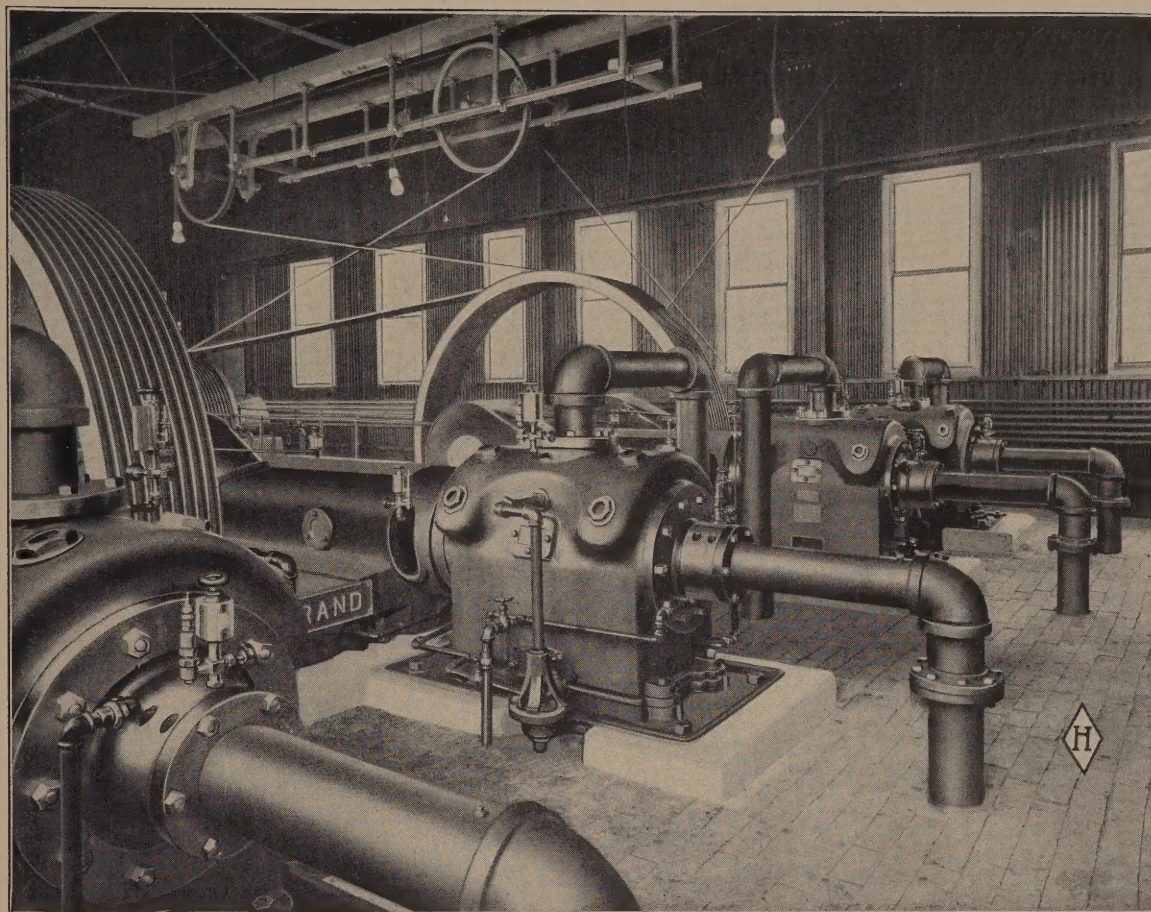
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for all the kind fa-
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extend to all my
friends in the trade
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for a Merry Christ-
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and Prosperous
New Year. ❀ ❀ ❀

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" O.

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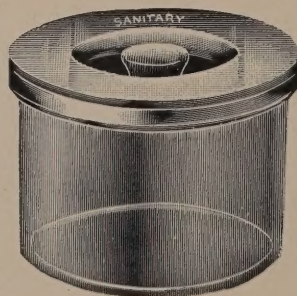
Columbia
Sample Bottle



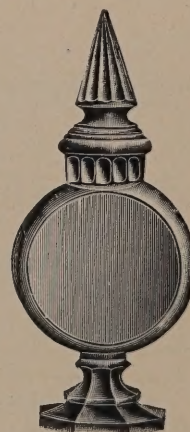
Columbia
Jar



Globe
Jar



Sanitary Jar
(Patent applied for)



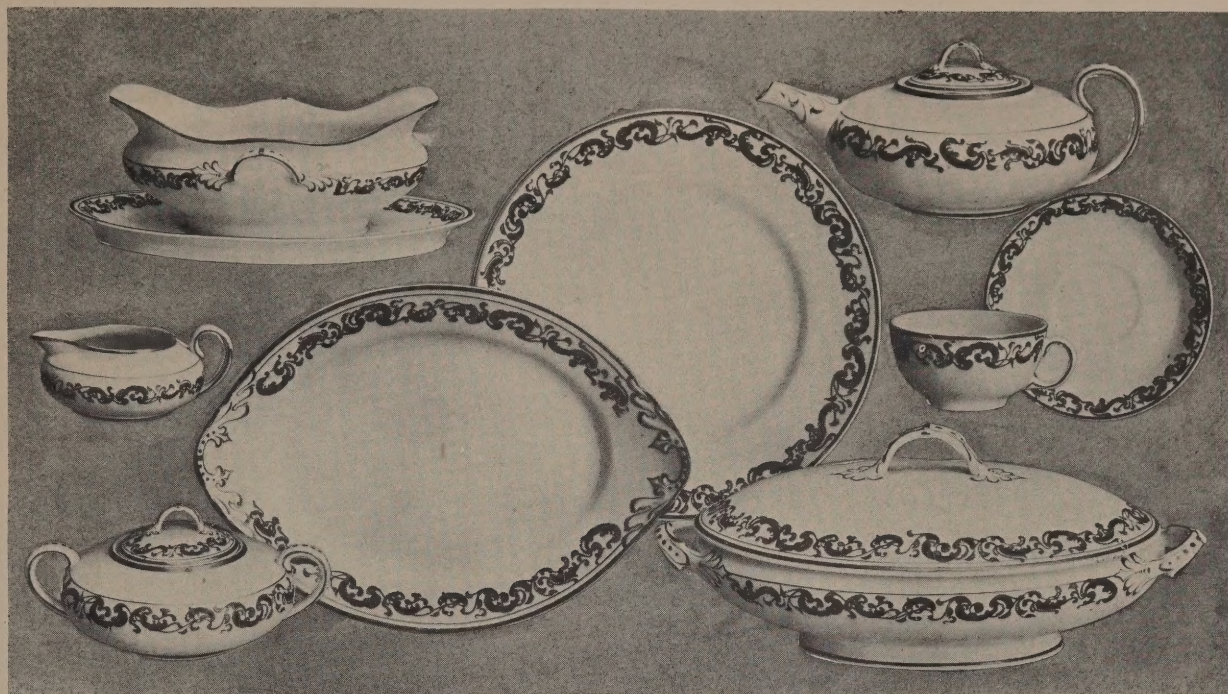
Exposition
Jar



Egyptian
Jar



New Century
Jar



OHIO

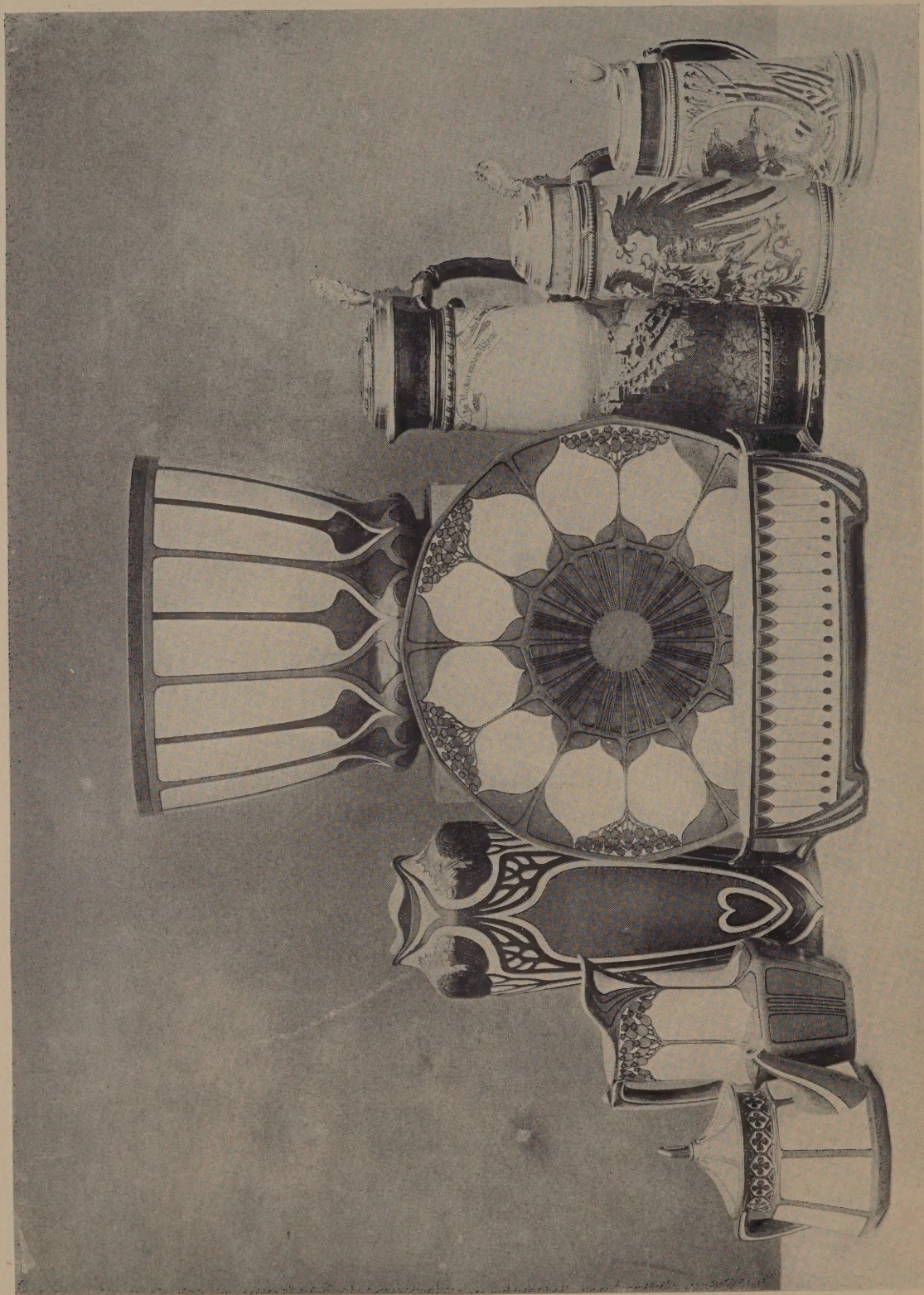
Our new plain shape dinner service that we are putting on the market for the first time. It is light in weight and absolutely white in color. The above illustration gives but a faint idea of its distinctiveness and charm.

It is handsomely decorated with a scroll pattern in two tones of green and edged with a single band of gold.

It is one of the shapes destined to sell "big" during the coming season.

We offer it at prices that will permit of your making a good profit.

The OHIO CHINA CO.
EAST PALESTINE, OHIO



Holiday Novelties in Inlaid Stone Ware. From Factory of Villeroy & Bock, at Mettlach, Germany, as Shown by E. R. Thieler, 66 Park Place.

POTTERY & GLASS

VOLUME V, No. 6.

NEW YORK, DECEMBER, 1910.

TERMS: \$2.00 per year in advance.
25 cents per copy.



Tea and water jars designed by Ninsei, the most famous of all Japanese Ceramists

JAPANESE CERAMICS

The Development of the Art in the Land of the Cherry Blossom : its Principal Potters, and the Ware Characteristic of Each Period

THE origin, or rather invention, of ceramic art in Japan can be traced back to the prehistoric period, if we are to believe our time-honored traditions, but the first historical reference to pottery is the command of Susanono Mikoto, given to the natives of Idsumi, to brew eight jars of sake. It is said that the pottery was made from these early days in a village of Idsumi, which has been called Suyenomura, meaning the village of potters. Another important pottery factory is said to have existed in the village of Omi during the period from 660 to 581 B. C., where vessels were made for religious services.

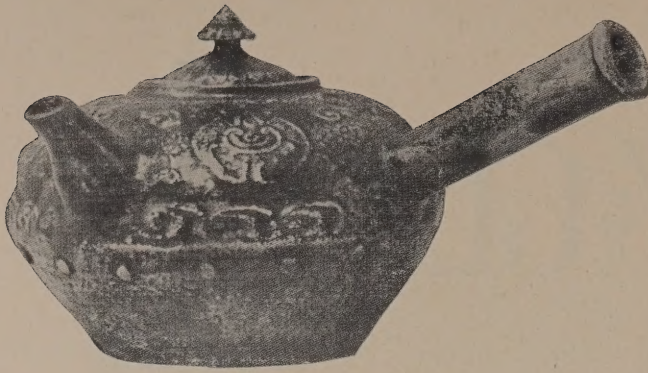
Pottery was made use of in the reign of the Emperor Suijin, 29 B. C., for by his imperial orders figures of human beings, made of burnt clay, were buried with the body of his wife, Hibasihine, in place of her attendants, as had been the custom until that time, on the death of any member of the imperial household.

All the wares made during those early days are very crude and coarse, being nothing more than mere unglazed and burnt clay. The introduction of potters' wheels, attributed to Giyoki, a priest of Idsumi, in 724 A. D., may be considered the real dawn of ceramic art in Japan.

The first glazed pottery was made during the reign of Emperor Nara (806 A. D.), but no artistic glazed pottery was made until 1223, when Kato Shiroyemon, generally called "Toshiro," who studied the ceramic art in China, turned out his artistic wares at Seto, in the Province of Owari.

Porcelain was first made in Japan by Gorodayu Shonsui, a native of Ise, who also studied the secret of porcelain making in China and returned to Japan in 1513, having attained his object after five years of study. It is generally supposed that after his return he settled in Hizen, but this cannot be verified, and no record of his connection with any of the pottery kilns in existence at that time in that province can be found, nor is there any record, either official or private, of his having been in Arita.

The first artist who decorated porcelain with enameled paintings over the glaze was Sakaida Kakiyemon, of Nangawara, near Arita. He acquired the secret of enamel painting from Tokuzayemon, of Imari, who had obtained it from the captain of a Chinese merchant ship in Nagasaki in 1640. In 1646 he went to Nagasaki, where he sold some of his porcelains to a Chinese trader, and also to Ichibei, a buyer for the



Imari Sake Decanter

Prince of Kaga. His wares were afterwards bought by Dutch and Chinese traders at Nagasaki for export. Kakiyemon has, therefore, the honor of being not only the first decorator of Japanese porcelain, but also the first to sell Japanese porcelain to foreigners.

Ninsei, the great Kyoto potter, assisted by the generosity of Wankiu, a rich merchant of Osaka, succeeded during the Meireki period (1655-57) in similar work, and produced those beautiful pieces which are now so much sought after and valued as Ninsei ware. Kyoto was for many centuries the art center of Japan, and has been celebrated for its art products. Of its many famous potters, Ninsei deserves special mention. He was educated at Odo in Tosa, where he studied ceramics under Butsuami, a famous Korean potter. He came to Kyoto early in the seventeenth century and continued his studies under Genjiro. He followed the art in various locations, imparting his secrets to his fellow potters. Of this potter it may be justly said that he was the exponent of the most æsthetic taste of ceramics in Japan, and his works are far superior to those of any other decorated faience, either before or since his time.

Another important step in the progress of the art was the discovery of the use of saggars in baking porcelains by Tsuji Kizayemon of Arita, a noted potter of that district during the Kwambun period (1661-72). The discovery was made through a fortunate accident, which is thus described:



Teapot by Mokubei

On a certain occasion he opened his kiln after baking, and found that one piece had fallen inside a larger one placed on a lower stand in the oven, and on breaking the large piece he discovered, to his great surprise, that the small piece was in a more perfect state of finish than any of the others. This at once suggested to him the advantage of using the saggars in baking superior pieces, and the porcelains baked by this method are called "Gokushinyaki." His ware baked in this manner attracted great attention, and he was appointed as one of the honored potters to the imperial court at Kyoto, through the good offices of Prince Dato of Sendai.

Hirado and Nabeshima wares deserve the admiration of all lovers of ceramic art. The Hirado blue is softer and more refined in its tone than that of the Chinese or Nabeshima; its glaze is uniform, lustrous and perfectly white. Lord Matura, Prince of Hirado, encouraged porcelain productions during the Horeki period (1751-62) by having the kilns rebuilt and by the careful selection of only the best artisans. The



Egg Shell Satsuma

entire output during this period was reserved for the exclusive use of the Prince. The best specimens of Hirado ware are those produced from the Horeki period down to the middle of the last century.

The Nabeshima ware is the name given to the porcelain made in the private kiln established by Lord Nabeshima, Prince of Hizen, in 1716, at Okawachi. Nabeshima ware is undoubtedly the best enameled porcelain ever produced in Japan, and its celadon compares favorably with that of the Chinese. The paste of Nabeshima ware is slightly harder than that of Hirado, and its glaze is slightly more bluish. The distinguishing feature of its enameled ware is a peculiar red coloring, which is more of an orange red, while its decorations are generally very simple and refined.

The Imari ware is better known abroad than any other Japanese porcelain, as it was exported to Europe by the Dutch traders as early as 1690, where

it was highly appreciated and known as "Old Japan." It is, in fact, the first porcelain produced in Japan, and is the source from which all other Japanese porcelains originated.

Kutani or Kaga ware is either the porcelain or semi-porcelain produced at the Kutani kilns in the province of Kaga. The first kiln is said to have been established during the Kwanyei period (1624-42) by Tamura Gonzayemon, under instructions from Lord Mayeda, the chief of the castle of Daishoji, in Kaga. The porcelain made after the Imari method was first introduced here by Goto Saijiro, the most famous of all Kutani potters, upon his return from Hizen, about 1659, where he had been sent by Lord Mayeda to learn this secret process of porcelain making and enamel painting. About this time the celebrated painter, Kusumi Morikage, came to Kutani, and the pieces decorated by him are greatly prized for the beauty of their painting and coloring.

Kutani ware, decorated in the characteristic red and gold, is comparatively modern, first specimens of this style having been made in 1814 by Hachiroyemon, a potter, who worked at the new factory in Yamashiro-mura, a village in the neighborhood of Kutani. The Kutani porcelain is coarser than that of Imari, and its glaze is comparatively opaque and heavy in appearance.

Satsuma ware is, perhaps, better known in Europe and America than any other Japanese faience. The Satsuma ware most generally known is a fine crackled, rich, creamy faience, decorated elaborately in gold and rich enamel colors, though there are many other varieties. The earliest examples of Satsuma ware are those of the fifteenth century, and are of a very coarse clay of an indifferent glaze, without any particular artistic merit. The famous shell glaze Satsuma, so much admired by foreign collectors, was first made at the kiln in Nayeshirogawa, when Bokukoyo, a Korean potter, discovered the fine white clay, so well adapted for this purpose. The Nishikide style of decoration was introduced during the Kansei period (1789-1800), under the patronage of Prince Shimadzu Narinobu, the lord of the three provinces, and attained a great reputation as being superior to any of the decorated faience made up to that time in Japan.

Decorated Satsuma is distinguished by its delicate outline, its rich, dull, red green and blue enamels, with



Bekkodo Satsuma Incense Burner

their gold tracing. The best specimens of decorated Satsuma are those made between 1789 and 1850, and the term, "old Satsuma," when applied to decorated Satsuma, must be understood to refer to those produced in that period.

Other varieties of Satsuma are Sunkoroku, usually made of hard, gray glaze and covered with archaic designs painted in black or brown under the glaze; Mishimi, decorated with very minute Japanese calendar designs; Seto Kusuri, made from a hard, reddish gray clay and bearing the Seto glaze; Amekusuri, having an amber-colored glaze, and often found with incised decorations; Bekkode, with a tortoise-shell like glaze; inlaid Satsuma; and other varieties differing from these only in glaze.

The above article is reprinted from a recent issue of the Japanese Magazine. For illustrations we are indebted to Clay Worker, of Indianapolis, Ind.

Pruyn Collection Exhibited and Sold

The visitor to the American Art Galleries during the recent exhibition of art works collected by the late Mr. and Mrs. John V. L. Pruyn, of Albany, was at once convinced of the collector's Dutch extraction.

A few pieces are extraordinary for the quality of the blue and the purity of the paste; a few are mounted in Holland silver and perverted from their original use; thus a covered vase is turned into a hot water urn, and a pretty little saucer—a perfect gem of ringing blue and brilliant white—is furnished with a swinging silver handle to make it serve the better for passing bon-bons or sugar. One can hardly imagine now committing so great a sacrilege as boring holes through such a perfect piece merely to fit a handle to it, but there is something pleasant in the thought that these "museum pieces" of to-day were once enjoyed as part and parcel of the family life.

There is also a quantity of good old silver picked up in many parts of the world; the florid silver-gilt of Holland and Germany, English silver of many periods, and several pieces of historical American silver, notably the wine cooler made by the Philadelphia silversmiths Whartenby and Bumm, and presented by



Decorated Egg Shell Satsuma

the citizens of Philadelphia to Commodore Decatur on his return to the United States in 1818 in acknowledgment of his successful dealings with the Dey of Algiers.

Among the interesting special pieces of old china is the famous Cincinnati plate which was part of a set made in China and decorated there with the insignia of the Order of the Cincinnati for Capt. Samuel Shaw, the first Secretary of the Order, who brought the service home and gave it to Washington. Among the furniture, probably the most important piece is the old Dutch klerkas or wardrobe of mahogany with marquetry inlay, and forty-five circular plaques of blue and white Delft painted with Biblical subjects.

The sale commenced on November 16 and continued for four days. The "Cincinnati" plate was sold for \$305; a blue and white hot water urn, of the K'ang-hsi period, in lotus and scroll pattern in bright underglaze blue, with Holland silver mountings, brought \$320; a tall oviform vase and a temple jar, of the same period, \$175 and \$100; a Chinese bowl with decorations representative of Faoist Immortals, \$110; and a set of blue and white Chinese jars, \$230.

The Vellouris Potteries

REGARDLESS of the progress of the potter's art, in so far as concerns the adoption of modern tools and machinery and the production of art pottery in its varied forms and designs, there is one section of the world in which the *new idea* seems not to have made any encroachment upon old-time methods. Located in a country, where the exportation of art pottery and fancy china forms no small part of the national business, Vellouris, France, continues to turn its potter's wheels by motion of the feet. Recently, reorganizers attempted the installation of mechanically driven wheels, which would have increased the output of the plant by 200 per centum. The Vellouris potter would hear of no such innovation, even at an increased wage, and the industry is still being run along the old lines of hand labor and low wages.

Vellouris, a small French city of the plastic art, is situated on the Mediterranean, and gives livelihood to 10,000 of workmen from their products of simpler

and cruder forms of pottery such as *marmites*, *pêlors* and *casseroles*. At rare intervals a journeyman potter turns away from the moulding of casseroles and takes to the making of art pottery, but more often the humble residents live their lives turning their wheels in a vain effort to catch up with the demand of casseroles and marmites which it seems impossible to supply.

Casserole cooking has become widely popular, and the vogue rivals even the cult of the chafing dish. The steps in the manufacture of these earthenware pots and pans is of greatest interest. The marmites, or soup pans are made upside down, in order that the bottom may be made only thick enough to stand the required wear and thin enough to provide for a very rapid transmission of heat. After being shaped, these are placed in the sun to dry under a natural heat. The handles are made separately and attached after the article is partially dried. The completely modeled objects are then placed in kilns heated with blazing pine knots, and take on a firm, hard fire-resisting surface. Some of the higher classed articles are dipped in a liquid glaze before baking, but the cheaper forms are glazed only on the outside.

In shipping consignments of Vellouris pottery, no crating or wrapping is done, the goods being stacked like baskets and transported in bulk. Heretofore Latin America, Italy, Egypt and Spain have been the principal importing sections, nevertheless the casseroles of Vellouris may be found throughout the world.

Scouring and Dipping Machines

A scouring and dipping machine, the invention of William Polk, of East Liverpool, Ohio, is in general use in the Sebring potteries, of Sebring, Ohio. Ware is *fed* into a scouring drum or cylinder by flexible wires or springs, attached to an endless chain. As the chain passes through the cylinder, which is revolving at high speed, sand and other substances are dashed against the ware, and it is cleansed in a way quite impossible by older methods. As the ware emerges from the opposite end of the cylinder, it is carried through a tank of liquid glaze. The ware is then removed from the chain and is soon dry and ready for the glost kiln. The large drum or cylinder is operated by a six-inch belt, and a shaft is used to operate other sections of the machine, including the endless chain.

The fact that the factories using the new machine have been enabled to increase their capacity for turning out flat ware, which is cleaner and more evenly glazed, may lead to its general adoption in larger ware factories.

Petitions in bankruptcy have been filed against and by the Kohlus Cut Glass Company, of Clark's Summit, Pa., in the Federal Court at Scranton, Pa. George Morrow, of Scranton, has been appointed receiver, and the company's liabilities amount to \$10,348.37, and its resources to \$8,350.81, including a two-story frame building and considerable glass in process.



Fern Dish—Lazarus & Rosenfeld

Trade Notes

P. H. Brown and John A. Reddan have resigned from the O'Gorman Publishing Company, publishers of the Pottery, Glass and Brass Salesman, to become associated as the Reddan-Brown Advertising and Printing Agency at 25 West Broadway. Raymond T. Perkins, writer in the Housefurnishing Department, has become connected with another publication.

Joseph Irons, 1 West Thirty-fourth Street, who is planning to open branch offices in New Orleans, La.,

and Atlanta, Ga., will leave for an extended Southern trip December 26. Mr. Irons will be represented in New Orleans by Andrew Irons, at present Eastern representative of J. Hoare & Co. In addition to his present lines Mr. Irons will handle the business of the Fogel Decorating Works.

The Ohio China Company, of East Palestine, O., is making a new plain shape called the Ohio dinner service. It is light in weight and absolutely white in color, with decoration of delicate green.

A VIEW OF THE CUT GLASS INTERESTS

The Present Condition of the Business and Some Suggestions for its Regulation

By Joseph Irons

Has the art of glass cutting lost its cunning, or why the decadence within the past few years? Certainly cut glass has fallen into disrepute within the last few years among the higher art circles and many of the fine stores have relegated it to a lesser place of prominence than formerly.

American cut glass for years made a steady and rapid progress and wrought its own place in the market. The firms manufacturing it vied with each other to produce the finest and best example of the art. Among the first and most radical changes in the manufacture was the introduction of the acid finish, which soon had the tendency to enlarge the sphere and lessen the price of the product, and while many at first decried the introduction of this mode of finish as contra to the best hand-finished glass, one by one the manufacturers fell in line and adopted its use. With some it was used as a proficient agent to produce a fine foundation to the final touches of the hand worker's skill; by others, to escape the expensive and delicate taste of that final hand work, and so resulted in lessening the price of the article.

It is no longer a question among the manufacturers of the choicest grade that, in combination with, or as a precursor to the final hand-finish, it was an advance movement in the art of glass cutting, and led largely to the popularizing of the ware, and owing to its reduced cost, found a very much enlarged sphere.

There is nothing truer in life than that the love and admiration of beauty dwells equally secure with poverty as with riches, and as the artistic ware came within the monetary reach of the people a much wider demand was created.

The next innovation was even more radical in its effect on the trade feature of the business, *i. e.*, the introduction of the figured blank. It is not necessary in this article to describe what is meant by the figured blank. It is known to the trade from one end of the land to the other—an American invention that has swept the country and crossed the seas. Scarcely a manufacturer who has not used it in his ware, and scarcely one that has not at some time praised its mer-

its or decried its demerits. Hardly a stock of goods can be found that has not been entered by the modern product of American genius, the figured blank, in some form or degree of re-cut finish. Since the advent of the figured blank some years ago, the demoralization of the cut glass manufacturing interests has gone on steadily until the past five years has seen the worst form of competition that can enter any business—that, where quality is pushed to one side and price alone has determined results. Articles that had very little semblance to the genuine art have been foisted on the market and an unsophisticated public has been victimized, and every branch of the business has been made to feel the burden.

Now the cry is going up for some change in its regulation; meetings of manufacturers and labor unions are being held and the formation of rules to put a stop to any further demoralization of the business and decide the question for all time in the interests of the future, both of the artistic and the financial side of the business. So far little good has resulted. The war of prices still goes on, and the unsatisfactory product still continues to appear out on the market.

Among the many remedies that have been mentioned the writer has met none that meet the situation fully. One of the most important of these was the discontinuance of the stock pattern in figured blanks, or in other words, a design that was sold indiscriminately to a dozen or more different factories, that, when once on the market, could not be traced back to its original source, and any blame for its demerits placed where it belonged.

The introduction of the rule that each manufacturer should own their own molds, and therefore have their distinctive designs, seemed a step in the right direction, and in some respects an advantage to the manufacturers and the trade, but, on the whole, it fell short of the desired end by the fact that designs were similarized, and by some factories slighting the finish, making a saving in cost of production, the same competitive process went on, and the object aimed at and

the benefits anticipated were lost. Combinations are being attempted now with a view to regulating the business and controlling the output. It has been stated that no new factories can procure the blanks, and therefore, by continuing the present existing ones, agreements can be perfected leading to better conditions.

It must appear clear to anyone that a move of this character will be a breach of the late Sherman law, because any combination that leads purely to oppression or to discrimination against anyone is a conspiracy to destroy another's business. Furthermore, it denies a fundamental right for one man to enter a legitimate sphere of business activity and purchase his raw material from a limited source, simply because he is starting in his business venture later than his predecessors and is thereby debarred from procuring the same class of raw material that his competitors procure; this denial being based by virtue of an agreement among themselves to that effect thereby makes such an agreement in restraint of trade.

Now, let us come at the practical issue and consider the only practical remedy that seems possible. Let me state first, however, that the figured blank is not necessarily an evil. It might be made of benefit. Its evil attendant influence is not in the fact that it is a figured blank, but that it has been put on the market by many manufacturers in a state of crudeness and absolute lack of finish, and been offered as genuine cut glass to the detriment of the trade. Had it received from the first that care which was expended on the average roughed blank the degree of damage following its introduction to the trade would not have been wrought.

Now, to the point of the remedy. This lies absolutely with the manufacturer of the figured blank. It is a patented, therefore, a proprietary article; any restrictions put upon the sale of the same are not in the nature of a "restraint of trade," but rather a protection to the merits and value of said patents for the explicit protection of the owner's private rights invested therein. There can be no conspiracy in an act that demands of all purchasers of figured blanks the same conditions.

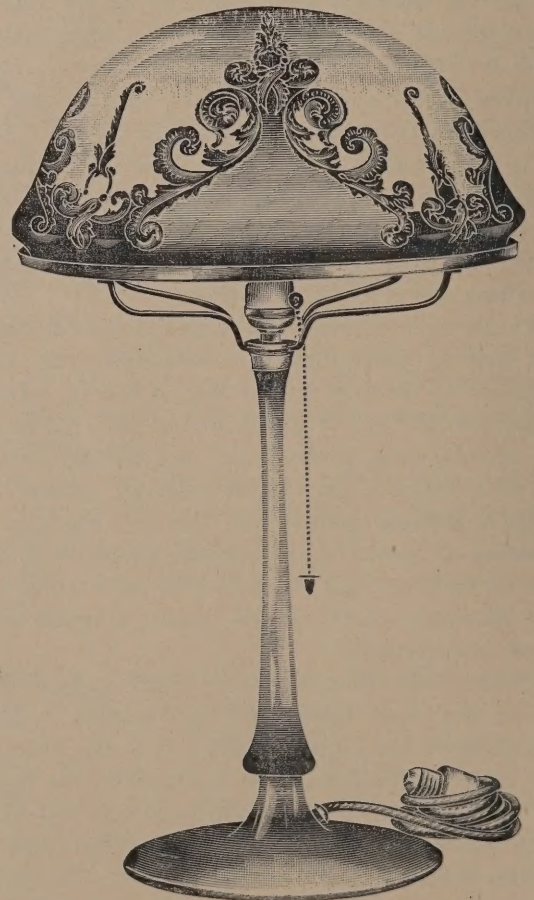
The figured blank, primarily, was created by the genius of its originator to save the process of roughing as well as uniformity of pattern and design. It is, therefore, perfectly within his right and power to compel everyone by contract to properly finish, *i. e.*, re-cut every portion of a design that has been imprinted on the blank corresponding to the roughing process. There was a time, up until quite recently, when this could not have been as effectively carried out, owing to the competition in the manufacture of figured blanks, but since the courts have established the fact of personal rights this can no longer be a factor in the game. It is, therefore, up to the manufacturer of the figured blanks to demand of all purchasers of this ware that every figured blank be fully re-cut; by that we mean that no part of the design shall be allowed to escape the re-cutting process. It would then be-

come an easy matter and a safe one to refuse to supply the blanks to such as disregard the contracts, and thereby protect the interests of such manufacturers whose aim is to sustain the character of the business and live up to their contract, and at the same time the patent rights invested in the same by making such contract compulsory, and binding on all alike. All combinations of either labor or manufacturers will avail nothing to remedy the evil that has crept into the business incident to the figured blank unless enforced in some such manner.

It is to be hoped that the proprietors of this valuable patent will devise some means of enforcing a rigid compliance to a contract that will be the means of aiding to build up a profitable and satisfactory industry and to regain its former position among the arts and thereby benefit labor, manufacturers, and the trade in general, and protect the interests of the patent rights.

Prominent Firm Dissolves Partnership

The well-known firm of Endemann & Churchill, of 50 Murray Street, New York, has been dissolved by mutual consent. The affairs of the company will be closed up by Mr. Churchill, who will remain in the old place as manager for L. Bernardaud & Co., a French china interest. Mr. Endemann will continue individually the glass importing business, and as soon as such arrangements can be made, will have a separate wareroom.



Portable lamp in scroll design—Pittsburg Lamp, Brass and Glass Company

RETAIL TRADE NOTES

ARRANGEMENTS have been made for the consolidation of Greenhut & Co. and the Siegel-Cooper Company into one corporation, to be known as the Greenhut-Siegel-Cooper Company. The new capital stock will be \$6,000,000, and the officers, Joseph B. Greenhut, president; Henry Morgenthau, Jerome Siegel and W. H. Cooper, vice-presidents, and Benedict J. Greenhut, secretary and treasurer. In addition to these the directors will be Nelson W. Greenhut, Benjamin Hillman, F. C. Cadden and E. R. Wolfner. Little is generally known of the changes contemplated in the system. The pottery and glass goods department will probably be located in the present Greenhut store.

The Chestnut Street half of the Philadelphia Wanamaker store, which has been in process of construction for several years, was opened to the public recently. The building is of marble and granite, is twelve stories in height and cost six million dollars. An imposing section of the structure is the grand court, constructed of white marble and extending from the main to the sixth floors. The china, glass and lamp departments have quarters on the fourth floor of the new section, overlooking the court. On one side art china, pottery and earthenware is displayed, on another lamps and glassware, while in prominent corners are displays of cut glass, art lamps and electroliers. The display is, without question, one of the greatest ever seen.

Paul J. Wielandy, of the Blackwell-Wielandy Company, St. Louis, is giving his personal attention to a display-room in their new building, at Washington Avenue and Sixteenth Street. Cut glass, hand-painted china, bric-a-brac and art goods will be displayed in a row of booths on elevated platforms. The walls of the booths will be mirrors, an attractive feature of the artificial lighting scheme. The lines of china, glass, brass and art goods will be extensively increased.

The Anglo-American Crockery and Glassware Company, which has been active in its field in San Francisco for more than twenty years, will be taken over during December by the Nathan Dohrmann Company. I. S. Ackerman, one of the directors of the Anglo-American Company, will retire, while Maurice Block, the other, will engage in a general importing business.

Mandel Brothers, Chicago, will erect a new fifteen-story store building on State and Madison Streets, at

a cost of \$2,000,000. The building will be the highest in the country devoted to a purely retail business. There will be 1,000,000 feet of floor space, the second largest capacity in Chicago, and the third largest in the United States.

Half of the fifth floor of Schafer Bros'. new store, in St. Louis, is taken up by the china and glass departments. Both of these lines have been largely increased, and cut glass, portables, domes, chandeliers and Japanese ware added.

E. W. Edwards & Son, who operate department stores in Syracuse, Rochester and Troy, N. Y., are planning to open one in Cleveland, O., early next summer.

S. Emanary, a dealer in Japanese goods in New York and Atlantic City, will open a Japanese pottery store on South Broad Street, Trenton, N. J.

The Queen City China Company, of Muskogee, Okla., has opened a retail store on West Okmulgee Street.

Wilson Brothers, of Court Street, Boston, have added a second floor to their store. The stock of cut glass, china and novelties has been largely increased.

A store, to be known as "China Hall," will soon be opened in Birmingham, Ala.

D. N. Tinker has opened a jewelry, glass and china store in Anacortes, Wash., under the firm name of Phillips & Tinker.

James L. Sinclair, who is in the general hardware, paint and kitchen furnishing business, announces that he will add a line of fancy china.

Among new retail stores, which will handle crockery and glass, are those of Horace Binkley, Auburn, Pa.; G. D. Beckwith, Cordell, Okla.; Wm. O. Ward, Colfax, Ill.; Schettig Bros., Ebensburg, Pa.; Hoey Hardware Company, Hutchinson, Kans.; Malbone Hardware Company, South Haven, Mich.; S. E. Tucker, League, Tex.; W. B. Frost, Westboro, Mass., and Harry Robertson, West Point, Miss.

William Lawton, a prominent dealer in crockery and glass, of Wilmington, Del., has announced that he will retire.

The cut glass and china store of the late Ira F. Fickis, of Lancaster, Pa., who died recently, will be continued by his son, Walter R. Fickis.



The Hudson Bay Company is said to have purchased the Balmoral Block in Victoria, B. C., for the purpose of constructing a \$500,000 department store.



A growing demand for crockery has been met by the Omaha Crockery Company and J. E. Jurgensen & Company, both of Omaha, Neb., their business aggregating \$490,000 a year and employing forty-five people.



Henry Birks & Son, Ltd., Winnipeg, Can., have moved into their new location on Portage and Smith Streets, where they are displaying an excellent line of jewelry and art goods of pottery, glass and metal.



The corporation of Stern Brothers, Twenty-third Street, New York, and Rue d'Hautville, Paris, was dissolved, November 30, by the retirement of Isaac Stern, the senior member. Louis Stern will become sole owner of the business. The capitalization has been increased from \$7,500,000 to \$10,500,000. The corporation of Stern Brothers was formed about forty years ago.



Phong, Fat & Co., 1125 Broadway, dealers in Japanese art goods, have absorbed the similar firm of Sing Fat & Co., of San Francisco and Los Angeles, Calif.



The china and crockery store of Smith & Ritter at Westfield, Pa., has been purchased by Clark Brothers, of Elkland, Pa.



The Pelletier Company, of Sioux City, Iowa, dealers in china, glass and toys, are making extensive improvements to their store.



The R. A. McWhirr Company, of Fall River, Mass., will open a branch glass department in New Bedford, Mass.

The Pittsburg Glass and Pottery Exhibit

Arrangements for the January display of pottery and glass in the Fort Pitt Hotel are progressing favorably, and present indications are that the exhibit will be the greatest ever seen in Pittsburg. It is said that considerable attention will be given to utility as well as to decorative forms. Among manufacturers having made reservations are:

525 Bonita Art Co.,	O. Jaeger
129 Bryce Bros. Co.,	G. S. Bryce, S. H. Duval
428 Buffalo Pottery Co.,	Mr. Wilgus
643 Cambridge Glass Co.,	Chas. S. Rockhill
328 Cook Pottery Co.,	W. F. Ellison

544 Co-Operative Flint Glass Co.,	M. J. Adams
642 Duncan & Miller Glass Co.,	W. B. Lindsay
640 Economy Tumbler Co.,	Mr. Kinney
228 Higbee, J. B., Glass Co.,	R. G. West
637 Huntington Tumbler Co.,	J. T. Jacobson
639 Indiana Glass Co.,	Thos. H. Lohr
685 Jefferson Glass Co.,	C. H. Blumenauer
128 Jenkins, D. C., Glass Co.,	H. C. Jenkins
504 Jones, McDuffy & Stratton,	J. P. Gordon
688 Jones, Milton.	
169 McCoy, J. W., Pottery Co.,	J. P. Daley
443-444 McKee Glass Co.,	Mr. Gaston
441-442 Millersburg Glass Co.,	Mr. Weber
541-543 New Martinsville Glass & Mfg. Co.,	
	David Fisher
539-540 Northwood, C. H. Co.,	C. H. Northwood
645 Phoenix Glass Co.,	H. B. Whitney
673 Postley, C. A.	
528 Quaker City Cut Glass Co.,	F. J. Claussen
628 Radford, The A. Co.,	C. S. Yeagle
646 Rochester Tumbler Co.	
684 Star Glass Co.,	W. J. Patterson
204 Sterling, The, Glass Co.,	J. H. Johounot
425 Steubenville Pottery Co.,	Mr. Wintinger
604 Tarentum Glass Co.,	S. Q. Hamilton
424 Taylor, Smith & Taylor Co.,	C. E. Taylor
304 United Cut Glass Co.,	M. M. Herbert
145 Vodrey Pottery Co.,	T. A. Copperstone
690 Warwick China Co.,	Mr. Woodward

Mr. Cohn, 25 West Broadway, will give up the Buffalo Cut Glass Company agency to handle the lines of the Sterling Glass Company, of Cincinnati, Ohio.

Haviland and Abbott, 29 Barclay Street, are displaying some beautiful fancy china novelties. There are also some pretty effects in tea and toast sets and in entree trays.

We are in receipt of a copy of the Transactions of the English Ceramic Society for the session of 1909-1910. In addition to a list of officers and members, the rules of the society and an account of its proceedings, the book contains a set of twenty-three papers and discussions by members.

Nearly one-third of all the patents issued in the United States were granted during the last ten years. The last patent issued during the year ending June, 1900, is numbered 652,737, and the last patent issued during the year ending June, 1910, is No. 963,027, being an increase in ten years of 310,290.

Erratum

We take this opportunity of correcting a misstatement which inadvertently crept into the November issue of POTTERY AND GLASS. In reviewing some of the new pieces in the collection of Lazarus & Rosenfeldt, mention was made of Tiffany Favre, which gave a wrong impression, as the firm does not handle that line.

PENCILINGS OF POTTERIES

CARROLLTON, O.—The pottery business here has never been so good as at the present time. Kilns are being worked to their fullest capacity in an effort to fill orders, most of which are for immediate shipment.

Coshocton, O.—Ground has been broken for a new office at the Pope-Gossery Pottery. The addition is being made facing on Fifteenth Street.

East Liverpool, O.—In order to settle an estate, the Croxall yellow ware pottery, in East Liverpool, one of the oldest pottery plants in the West, is being offered for sale. Since the death of Mr. John Croxall the plant has been under the management of George W. Croxall, who has made a success of the business. In one part of this plant is an old potter's hand wheel, which is said to be the only one west of the Allegheny Mountains.

East Liverpool, O.—The Trenle China Company is ready to place in operation an addition consisting of additional kilns, clay sheds and warehouses. The capacity of the plant will be increased by a third.

East Liverpool, O.—The Anderson Porcelain Works were placed in operation a few weeks since after being closed for several months because of a serious fire there. The new plant is a big improvement over the one destroyed.

East Liverpool, O.—A recently patented decorating machine is being tested at the William Brunt Pottery. The machine is credited with doing the work of six decorators. It is said that the patent will be sold to a Detroit engineering firm.

Macomb, Ill.—The Buckeye Pottery machinery has been thoroughly overhauled, and the plant will be operated during the winter season. Ware-sheds have been extensively enlarged and improved.

Malvern, Iowa.—A valuable clay deposit has been discovered on a farm near this town. Dishes have been moulded from it, and dried perfectly, without cracking. In all probability the property will be disposed of to some concern which will engage in the manufacture of clay products.

Minerva, O.—The pottery here is running at its fullest capacity and has orders enough on hand to insure work until at least the beginning of the new year.

New Cumberland, W. Va.—The United States Porcelain Company has sold its property in Findlay, O. The six-kiln pottery here will be enlarged early in 1911.

Niles, O.—Over \$10,000 has been spent in improving the Tritt Pottery, which was recently purchased by a company, headed by William Tritt. The pottery has been converted into one of the most up-to-date plants of its kind.

Onondaga, N. Y.—The Onondaga Pottery Company has awarded a contract for the construction of a large fireproof addition, which will contain two new china kilns. The addition will be of steel reinforced concrete construction with brick exterior.

Sebring, O.—The French China Company is closing the heaviest business year since the plant has been located in this city. Open stock dinnerware, assortments and specialties have been the principal features of the firm's production.

Tiltonville, O.—A contract has been awarded to a Bellaire firm for improvements to the plant of the Wheeling Potteries Company in this city.

Trenton, N. J.—The construction of additions continue among Trenton potteries. The Trenton Potteries Company has awarded a contract for the erection of a brick addition; work is about to be started on a \$40,000 warehouse for the Trenton Fire Clay and Porcelain Company; four additional kilns are shortly to be constructed at the Anchor Pottery; the Elite Pottery Company is erecting a \$1,100 addition, and the Monument Pottery Company is having plans prepared for a large extension of its plant.

Canton, O.—The Lawrence Clay Products and Pottery Company has increased its capital from \$10,000 to \$200,000.

Flemington, N. J.—The Fulper Pottery Company has issued an illustrated booklet descriptive of the Fulper coffee sets, candle holders, tobacco jars, casseroles and other products of the factory.

Kokomo, Ind.—The Great Western Pottery Company has adopted the use of oil for firing kilns, for both bisque and glost. The result has been very satisfactory.

Trenton, N. J.—The first biscuit kiln ever fired by

oil in this city was drawn at the Lamberton works of the Maddock Pottery Company, a few days since. Should oil burning prove successful, a great change in firing may be expected. It has already been said that the method is more economical of both time and money than older ways.

Wellsville, O.—It is possible that the Smith-McNicol pottery may soon be operated under another name, the principal stockholders of the concern having interested themselves in other companies.

Wheeling, W. Va.—The resignation of Thomas Carr, president of the Warwick Pottery Company, may lead to a general reorganization of that firm.

The Atlan Ceramic Club Exhibit

One of the largest exhibitions of ceramics and one of the most beautiful and varied in scope ever shown in Chicago, was held in the Art Institute, November 15 to December 1. The exhibition was comprised of no fewer than twenty-six separate collections, each showing from ten to fifty of the choicest pieces.

Perhaps the most distinct novelty, as well as one of the handsomest sets, installed in a case by itself, is the "Conversational Set," shown by Mrs. LeRoy T. Steward, president of the organization. It consists of twenty-four plates and cups and saucers, each piece representing a different land, the ornamentation being in the historical art of each country in geometrical or floral color schemes and each bearing a motto, done in gold, from the philosophy or religion of the country. The set represents Egypt, China, Japan, East

India, Persia, Arabia, the Moorish epoch and the Renaissance.

Among other interesting exhibits was a fine Satsuma vase, a melon platter, a Belleek fruit bowl, a Persian water pitcher and a tea tray of a new oblong shape.

The Atlan Club was founded seventeen years ago by its present president, and has held an exhibition each year since that time. Membership is limited to twenty-five active members, artists and students, and to one hundred associate members, from which the active list is recruited as vacancies occur.

Other Exhibitions

A unique exhibition of ceramic art has been on view at the Burley-Tyrrell company, Chicago. The collection, consisting of both conventional and realistic work, was received from many parts of the United States and represented the effort of various artists and students. The exhibition—unusual, in that it was not a commercial display—is said to be the first in an annual series, to be given by the Burley-Tyrrell Company.

The New York Society of Ceramic Arts will hold its next exhibit in the National Art Club galleries, during February.

The annual arts and crafts exhibit of the Chicago Institute, which opened December 6, will continue until early in January. One of the principal exhibits is a collection by Taxile Doat, a prominent French artist from the Sevres manufactory.

GLIMPSES OF GLASS HOUSES

Being a Page of Short Notes of Business Affairs at the Different Factories

Boston, Mass.—The Daggett-Curry Company, manufacturers of stained glass, electric light shades and other glassware articles, will remove its factory to Waltham in order to secure larger and better facilities for operating.

Connellsville, Pa.—President Smith, of the McKee Glass Company, of Jeannette, Pa., recently visited the Chamber of Commerce here with a view of securing a new factory site.

Connellsville, Pa.—The Ripley Glass Company is about ready to occupy its new plant here. During the completion of the work, workmen were engaged both night and day. New showrooms have been completed in the general offices in Pittsburg.

Elmira, N. Y.—The Elmira Glass Cutting Company is preparing to operate its plant nights as well as during the day. This has been necessitated because of difficulty in securing a sufficient number of men at the plant.

Chicago, Ill.—The Central Cut Glass Company is preparing to open a factory in Toronto.

Fairmont, W. Va.—The West Virginia Glass Company was totally destroyed by fire November 24. The principal product of the plant was glass novelties.

Honesdale, Pa.—The new Honesdale Union Cut Glass Company has taken over the buildings and plant of the Wayne Cut Glass Company, which firm removed to Towanda, last spring.

Honesdale, Pa.—The new cut glass firm of Brucey & Monaghan is operating night and day in an effort to fill their orders.

Pittsburg, Pa.—The Mortimer Glass Company is preparing to display the new lines of the Fenton Art Glass Company of Williamstown, W. Va., It is said that many new specialties are to be added.

Shadyside, O.—The Co-Operative Glass Company

has commenced the operation of its plant. The only difficulty experienced has been in securing proper help.

Alden, N. Y.—Repairs on the machine tank at the New York Glass Works have been completed, and all of the shops are steadily employed.

Bridgeport, O.—A movement has been started to place in operation the old Crystal Glass plant, formerly owned by the National Glass Company.

Bellaire, O.—A Pittsburg construction company is installing a large gas producer in the plant of the Imperial Glass Company.

Clarion, Pa.—The Pearl Glass Company is busily engaged filling many orders. Forty-nine shops are turning out a large amount of flint and amber ware, carloads of which are being shipped from the yards daily.

Caney, Kans.—The tableware factory of the Kansas Flint Glass Company has been purchased by parties who promise to operate it during ten months of the year. The plant was erected two years ago, but only operated for a brief period.

Columbia, S. C.—A glass company is being formed here by W. G. Howard, to operate a factory on the co-operative basis. It is proposed to interest efficient operators, not merely as workmen, but as members and stockholders.

Cincinnati, O.—One hundred tons of molten glass broke out of a reservoir at the Charles Boldt Glass Works, recently, and rushed through a sluiceway into a safety reservoir built just for such an emergency. The timbers covering the safety reservoir caught fire, but other than this, little damage was done.

Daleville, Ind.—It is reported that the Boyer-Kendle Glass Factory may be located in another town. The factory has been the principal industry in the town for the past ten years.

Du Bois, Pa.—The American-French-Belgian Glass Company recently closed its factory for the purpose of installing gas producers.

Hallstead, Pa.—The Herbeck-Demer Cut Glass Company, of Honesdale, will locate in this city early in 1911. The board of trade, which was influential in securing the new industry, has advertised for bids for the construction of a factory.

Marion, Ind.—It is rumored that the factory of the Macbeth-Evans Glass Company, which has been closed since March, will soon be placed in operation. Numerous improvements of a general nature have been made.

Monaca, Pa.—The American Glass Specialty Company is again operating to its fullest capacity. Earlier in the season the plant was seriously damaged by fire, and the necessary improvements have just been completed.

Murray, Utah.—Salt Lake capitalists are interested in the construction of a glass factory in this city.

Muskogee, Okla.—J. W. Felton, representing Millersburg, O., glass manufacturers, will establish a plant here for manufacturing glass dishes, tableware, et cetera.

Morgantown, W. Va.—The plant being erected here by the Crystal Tumbler Company is ready for operation.

Niles, O.—Operations have been commenced on the new plant for the Fostoria Glass Company. The main offices will remain at Fostoria, but the business will be divided between the two plants.

Pittsburg, Pa.—The United States Glass Company's etched monogram goods are proving decidedly popular. The monograms are placed on tumblers and stemware as ordered.

Trenton, N. J.—The Chamber of Commerce has been in negotiation with the Levien Cut Glass Company, of Jeannette, Pa., in reference to the possible construction of a Levien factory in this city.

Trenton, N. J.—A glass decorating plant is being operated in connection with the Ionia Manufacturing Company's pottery decorating plant. Some clever gold monogram work on tumblers and other tableware is being put out.

Walkerton, Ind.—A cut glass factory in this town has put on a night force in an effort to keep up with its orders.

Wallingford, Conn.—It is possible that the Continental Cut Glass Company, of New York, may locate in this city. Negotiations have been pending between the local Board of Trade and the New York firm.

Indianapolis, Ind.—Recently the Marietta Glass Manufacturing Company sold to the Bishop & Babcock Company, of Cleveland, O., their two-story factory building at Sixteenth Street and Sherman Drive. Four acres of ground were included in the purchase, and the price involved was \$18,000.

Parsons, Kans.—A new glass factory is being considered by residents of this city. The company, it is said, desire a donation of \$20,000 and seven acres of land, and promises to invest \$100,000 and have an annual payroll of \$150,000.

POTTERY AND GLASS

WITH WHICH IS COMBINED

GLASS AND POTTERY WORLD

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AND ALLIED INDUSTRIES.

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The One Day a Week Movement

The movement started in Boston by various wholesale crockery and glassware dealers for setting aside one day in the week on which visiting buyers may be certain of finding them in their offices, is to be highly commended. Much time, otherwise wasted in useless calls, will thus be saved, both to the buyer and the dealer, and made available for other purposes.

The Retail Season

The retailer will find much of more than common interest in the present issue of Pottery and Glass. Descriptions of successful advertising efforts and sales, illustrations of well arranged displays and numerous notes concerning the retail trade are given with the hope that something of value and benefit may be found therein. The holiday season is the retailer's harvest and from now on until the last sale has been rung up on Christmas Eve, it is our wish that he may continue to reap most abundantly.

Iconoclasm

The modern tendency toward muck-raking and iconoclasm is apparent in every walk of life. Every theory and practice from the creation to successful navigation of the air, has been approached by men, who, unable to *build up* proceed to *tear down*. And now one of their number enters the field of pottery, and after a long special study of mediæval enamel pottery, tells us that Bernard Palissy, the famous Huguenot potter, was an imposter, that he did not subject himself to years of impoverishment in his

quest in the fire for a beautiful coloring, that he was a pretentious braggart and an unscrupulous plagiarist. All this kindly information is given notwithstanding Morley's two volumes on "Palissy the Potter" and the works of other masters "who thought they knew how to search the records and the results and to report the facts." Who next must suffer the demolishing process it is indeed difficult to predict.

What Constitutes Success

In answer to the question asked by a business house, "What constitutes success," came this answer: He has achieved success who has lived well, laughed often and loved much; who has gained the respect of intelligent men and the love of little children; who has filled his niche and accomplished his task; who has left the world better than he found it, whether by an improved poppy, a perfect poem or a rescued soul; who has never lacked appreciation of earth's beauty or failed to express it; who has always looked for the best in others and given the best he had; whose life was an inspiration; whose memory a benediction.

Cups

"THAT it is the high privilege of the true craftsman to make useful things beautiful and in so doing increase their usefulness," is maintained by a contributor to a prominent Western publication. The *cup*, being a utensil of primary and permanent use where man is found, is taken for purposes of illustration. Man undoubtedly first quenched his thirst by catching the falling water in his upturned hand; then possibly a large leaf was utilized; then perhaps vessels were made, first of straw, bark or hollowed wood, then of dried earth, finally of glass, china and the precious metals. The first rude utensils were made merely for purposes of utility, but when they became useful as gifts or for pouring libations to early gods, an element of beauty was introduced.

The cup was made round rather than square because this shape loaned itself more readily to use; handles were added for convenience in one case and lips for convenience in another. Sizes varied from miniature to large, because the liquids to be contained by it varied from precious drops of rarest wine to the coarsest mess of potage.

In this way, requirements of utility gave rise to certain laws for making, modifying and even decorating the little utensil of universal use. Among these are the laws of proportion, requiring that bowl, lip and handle shall be in proper proportion one with the other; the law of symmetry, which calls for perfection of outline, and material, which controls uses and methods of structure. Color, ornament and texture are likewise all elements of beauty, if harmoniously used. Within these laws, then, lies an infinite beauty, the degree thereof depending upon the skill and earnestness of the craftsmen.

From the simplest little cup, maintaining only the severe beauty of line and texture, to the beauty of the

chalice mounted with precious gold and silver, there is an infinite variety, lying well within reach of the true craftsman.

The American Ceramic Society at Trenton

For the first time in the history of the organization the Ceramic Society is to hold an annual meeting at one of the important centers of pottery manufacture. Early in February the practical potters of Trenton will have the opportunity of meeting the Society and, if they desire, of putting it to the test. This occasion is of the Society's own seeking, for the members desire, above all things, to come into closer touch with the industry. There are many problems in manufacture which are yet unsolved, and if a solution is to be reached it must be by a candid and serious effort by practice and science in co-operation. The English potters have found this out. Dr. Mellor approached the investigation of the problems of pottery from the standpoint of the pure scientist. The manufacturers have met him in the most generous spirit and the central laboratory of the Staffordshire potteries, with the branch schools, is the result. Trenton will soon possess a school of applied art and science, which bids fair to be unique, and if the practical men support it as they should, the industry must reap an enormous benefit.

It is to be hoped that manufacturers and superintendents will attend the convention of the Society in large numbers and will offer such subjects for discussion as continually arise in their experience.

Though we speak without authority, we are quite sure that Professor Orton will be glad to receive notice of such subjects in advance and will endeavor to find for them a place on the program.

Western Pottery and Glass Association Banquet

Preparations are practically completed for the annual meeting and banquet of the Western Glass and Pottery Association to be held in the Fort Pitt Hotel, Thursday afternoon and evening, January 5th. William A. Magee, mayor of Pittsburg, will deliver the principal address. Other speakers will be G. W. Kinney, president of the Cleveland Chamber of Commerce and head of the Kinney & Levan Co., of that city, and Rev. Dr. Williams, of the same city. The committee or arrangements consists of Marion G. Bryce, H. L. Dixon, George Thompson, W. C. Lynch, Harry Keffer, Harry Ross, R. G. West, W. W. Lang, S. H. Sterling and J. G. Kaufmann.

Louis Wolf & Company Expands

The new salesrooms of Louis Wolf & Co., in the American Woolen Building, at Eighteenth Street and Fourth Avenue, New York, contain 22,000 square feet of floor space, about twice the amount occupied by the old quarters at 696 Broadway. The new location is well lighted and equipped and contains every convenience for the proper display of a large line of toys, dolls and china, and is readily accessible to the visiting buyer.

The expansive policy of the firm is by no means limited to the local branch. In Boston, additional space has been secured in a building next door to the one already occupied, and the Chicago salesrooms will be removed during the present month from Fifth Avenue to Adams Street.

Cox & Lafferty in New Quarters

Cox & Lafferty are well set aside in their new home at 25 Park Place, into which they moved on December 1. The new salesrooms occupy the first and second lofts of the building and extend through to Murray Street. The rooms, accessible either by easy stairs or a roomy elevator, have been thoroughly overhauled and remodeled and have the appearance of being quite new. With the object in view that the customer might inspect the goods displayed in the most suitable manner all shelves, tables and fixtures have been placed at a most convenient height. Lighting facilities are arranged so as further to enhance the harmonious appearance of the goods shown. Altogether, the showrooms are complete and representative of all that stands for modern methods in business of the nature concerned.

The firm has completed arrangements to sell the entire cut glass output of the Eygabroat-Ryan Company, of Lawrenceville, Pa., after January 1.

Recent Incorporations

LAURENS GLASS WORKS, Laurens, S. C., to manufacture glass. Capital, \$50,000. Incorporators: J. N. Hudgins, L. A. McCord, C. H. Pancoast, N. B. Dial, R. A. Davis and R. L. Dunlap.

The Texas Art Glass Co., Houston, Texas. Capital, \$21,000. Incorporators: G. G. Brosins, G. F. Brosins and G. M. Taliaferro.

August L. Gauthier, Inc., Waterbury, Conn., to deal in china, glassware and bric-a-brac. Capital, \$10,000. Incorporators: August L. Gauthier, George J. Strobel and N. B. Bronson.

Honesdale Union Cut Glass Co., Honesdale, Pa. Capital, \$5,000.

Fort Worth Glass Manufacturing Co., Fort Worth, Texas. Capital stock, \$100,000. Incorporators: D. Watson, J. D. Lattimore and C. A. Gatesmani.

Genesee Cut Glass Co., Rochester, N. Y., to manufacture glass and glassware of all kinds. Capital stock, \$40,000. Directors: Theron E. Bastian, William B. Eick and William D. Vallette.

Imports at the Port of New York

Week ending.	China.	Earthenware.	Glassware.
November 5	\$ 68,444	\$22,072	\$48,105
November 12	70,297	6,807	26,127
November 19	126,438	15,801	37,104
November 26	70,457	32,197	30,951
Total	\$335,636	\$76,877	\$142,287
Same period 1909	329,856	58,643	110,260

Clay working interests in England are agitating the establishment of a Pottery institute, to be financed and equipped by the government.

PERSONAL NOTES

LORD KITCHENER, the famous English general, is an enthusiastic collector of rare porcelain. the United States and Canada.

H. C. Howard, who represents a number of American pottery and glass companies in San Juan, Porto Rico, was in New York recently.

George W. Fulper has withdrawn from the Fulper Pottery Company, of Flemington, N. J., having sold his interest in the firm. Recently he celebrated the completion of fifty years of service with the company.

A. G. Cochran has resigned his connection with the Greenwood Pottery Company, of Trenton, N. J., to become superintendent of the biscuit kiln department with Charles Howell Cook, of the same city.

T. H. Strandberg, general manager of the Twin City Cut Glass Company, of St. Paul, Minn., was married last month to Miss Jennie Byer, of Toledo, O.

Sir William Shaughnessy, president of the Canadian Pacific Railway Company, is said to be the possessor of one of the largest and finest collections of Chinese and Japanese pottery in the United States and Canada.

John G. D'Olier, who has been connected with W. H. Glenny & Co., Rochester, N. Y., for the last twenty-five years, has accepted a position as buyer and manager of the crockery and glass department for A. E. Ray & Co., Ltd., of Montreal.

James H. Brown, with B. Altman & Co., New York, has been made buyer for the china and bric-a-brac department, to succeed Mr. Ling, who is now with Gimbel Brothers.

Frank S. Warren, in charge of the Worcester Royal lines for Maddock & Miller, is in England, visiting the factories of that firm.

George W. Fry, formerly with the Beaver Valley Glass Company, is the new general manager for the Crystal Tumbler Company, of Morgantown, W. Va.

E. J. Touhill has resigned as general sales manager for the Colonial Pottery Company, of East Liverpool, O., to accept a similar position with the Tritt China Company, of Niles, O.

F. E. Bermas, for the past eleven years china and glass buyer for H. Batterman, of Brooklyn, N. Y., has accepted a position with Cox & Lafferty.

A Gredelue, 43 West Fourth Street, New York, recently returned from a two months' trip throughout

Stephen Meagher, one of the organizers and treasurer of the Acme Pottery Company, of Trenton, N. J., has withdrawn from that firm. He will be succeeded by James A. Dorety, Jr.

John Hill, formerly superintendent of the glass-cutting shop at the Fostoria Glass Company's plant, at Moundsville, W. Va., has resigned to accept a similar position in the Acme plant at Steubenville, O.

George Hamilton, 25 West Broadway, New York, representing the Furnivals, Ltd., is in Europe, where he will remain until Christmas.

Robert Oldfield has resigned as assistant manager for A. H. Heisey & Co., manufacturers of pressed glassware, at Newark, O.

E. J. Ridgway, of Meakin & Ridgway, 43 West Fourth Street, New York, is home after an extended business trip throughout Canada and the West.

Among visitors in Europe are H. L. Seixas, with Edward Boote; Ernest Wolf, with the George H. Bauman Company, and W. S. Pitcairn, all of New York City.

D. C. Jenkins, of the D. C. Jenkins Glass Company, Kokomo, Ind., was the successful candidate for State Senator from Miami and Howard Counties.

Chr. Clausen-Kaas, 25 West Broadway, New York, has severed his connection with the Danish Arts and Crafts Exhibition.

George S. Davis, at present manager of the domestic earthenware department of George Borgfeldt & Company, will engage with Knowles, Taylor & Knowles, of East Liverpool, O., January 1.

J. M. Takito, of Takito, Ogawa & Company, Chicago, dealers in Japanese goods, lately returned from an eight months' visit to Japan.

Chris Scherfig, formerly of the Royal Copenhagen Porcelain Works, is now with the Danish Arts and Crafts Exhibit, on West Twenty-third Street.

Julius Palme returned on the "President Grant" last Wednesday, from a trip abroad.

J. Levy has resigned as assistant buyer in the china and glassware department of Simpson, Crawford & Co., to engage in the lighting glassware business.



A section in Groeger's Jap-China Department, Milwaukee, Wis.

SUCCESSFUL RETAIL ADVERTISING

PROPER advertising as a selling power for the retailer received an additional testimonial through the phenomenal crockery and dinnerware sales recently held by the Kroeger Brothers Company, of Milwaukee, Wis.

In preparing for the sale, the advertising manager, Mr. H. McDonald, approached the situation psychologically. Commencing at the bottom, he investigated the Jap-China situation thoroughly and learned from one source that there had been a general feeling for the past six or eight years, among retailers, that the Jap-China business would be quickly supplanted by the introduction and adoption of various types of other imported decorated ware. Mr. McDonald writes: "I did not see how this could be. I felt sure that if Jap-China was bought right and pushed that it would be quickly sold despite the impression to the contrary entertained by a great many men in the china business."

Consequently, pages were secured in the principal city papers and the facts of the approaching sale announced therein. "KROEGER'S IMMENSE SALE OF CROCKERY AND DINNERWARE" it said, "will be in full swing Monday morning," and continued, "All the biggest potteries of East Liverpool, O., such as Knowles, Taylor & Knowles, Thompson Pottery, East Liverpool & Crown Pottery, D. F. Haynes & Co. and others, have sent Kroeger's all odd lots of crockery and the surplus stocks and sample dinnerware for this sale. Only the finer lines of these famous American potters are represented among the samples and surpluses. In addition to the savings the makers have allowed us, we also save considerable in shipping charges by using the entire capacity of freight cars. Special attention will be given to mail and phone orders." The advertisement was cleverly arranged,

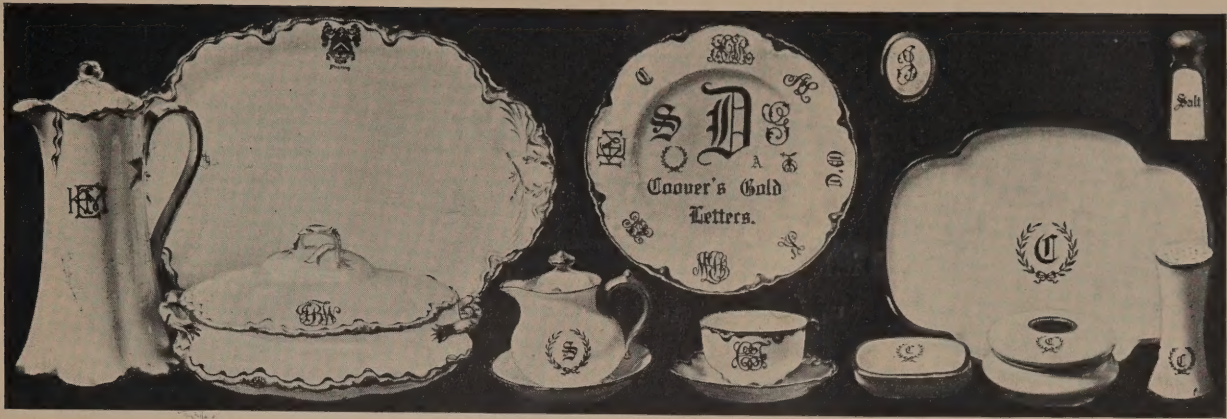
important details properly captioned and emphasized, samples described and illustrated, prices given, conditions of the sale made known, and every method for attracting and giving information to the possible purchaser, used.

When the prospective patrons arrived at the store they were not disappointed, and found all and more than had been expected. The vast assortment of goods, of which they had read was most attractively displayed, as may be seen from the accompanying illustration taken from a section of the busy store. And herein lies a great lesson for the retailer. Before a sale can be made a desire for possession must be created, and to create such a desire, goods *must* be attractively displayed. Regardless of the extent of advertising, it would lose much of its value, were considerations of display neglected.

The result obtained by the Kroeger store, through a careful co-operation of these two considerations, was phenomenal. In conclusion, we quote from a statement by a member of the firm: "The stocks are in splendid shape now and we have been 'harping away' on Japanese China every week, consequently we look forward to a very unusual holiday business in this ware, and when inventory time comes around, there won't be much, if any, to carry over."

Changes in List Prices

Announcement has been made by the United States Potters' Association, of various changes in the Standard American list prices, to become effective January 1, 1911. The changes were agreed upon almost unanimously by the members of the association effected at its recent convention and a final and definite action taken with reference to the matter at a meeting of the



Showing Coover's gold letters in actual use on white china

Profit in Using Gold Letters

GOLD letters, monograms and special designs in convenient form for application on undecorated ware, have been on the market for little more than a year and have met with marked favor. The original idea took form from the demand that exists among amateur decorators for some mechanical aid in doing monogram and initial work, and was gradually developed as a pastime, until its commercial possibilities became apparent.

Many retail merchants have recognized the value of this novelty, for all the work necessary in the process may be in charge of one clerk, and the firing done in the retailers' store without much extra expense or effort. Not only is the work a source of sure and steady profit, but it is an advertisement for a china department that more than pays for itself.

The largest profits from the china kilns come from doing dinner sets with initials or monograms to order. Approximately ten dollars will cover the cost of labor and material on a fine French china set, while semi-porcelains may be initiated in coin gold for about five dollars. White Haviland, Ransom and Derby shapes and white Austrian china patterns are often decorated with gold edges, thus adding to the net decorating profit. Also many orders are taken for boudoir chocolate sets, sugar and creamers, etc., with initial or initial and wreath decoration, the price on such work often yielding several hundred per cent. profit.

These gold letters may be had in both old English and script styles, coming in envelopes containing one dozen letters of each style. The process itself should not be confused with an ordinary transfer. The letters are immersed in tepid water and then slipped—face up—on to the china. No varnish is required, and after being given an extra hard fire, the letters burnish a rich, mat gold which is fully equal in appearance to the best brands of French china or amateur Roman gold. When extra fine results are required the letters may be retouched for a second firing.

Monogram, crests and special designs can be obtained, in perfect detail, in a few days' time, in quantities ranging from four to ten dozens, making possible rich, attractive and excessive sets of china at but a very small expense to the owner.

Further particulars regarding these gold letters and

where they may be obtained can be secured by writing to the publishers of POTTERY AND GLASS.

Stadler Photographing Company in New York

THE Stadler Photographing Company, which comes to New York as a branch of the Chicago firm of the same name, is rapidly becoming adjusted to its new quarters at 67 Irving Place. The twelfth floor of the building was especially planned for the use of the company, and is an ideal location for studio purposes. An extensive sky-light along a side of the studio as well as overhead, permits the use of all of the light obtainable from natural sources. The equipment of the plant is adequate and modern. A camera which photographs downward, eliminates the necessity of shelving or suspending articles for the purpose of securing a lateral view. The Webster Photo Printer, the patent of which is controlled by the Stadler Company, turns out pictures automatically. All that is necessary is to set the apparatus for the desired period, at the end of which time the light is automatically turned off, the machine opened and the print disclosed. The finishing, washing and dark rooms are all that could be desired. The company is already taking care of considerable work, which, by the way, is of a very high class. Once the plant is completed their capacity will be practically unlimited.

Comprehensive Line of Glass Novelties

IN their illustrated catalogue of decorated tableware and glass souvenir novelties, the American Glass Specialty Company, of Monaca, Pa., have assembled an almost infinite collection of good salable novelties of every imaginable description. They are making a strong feature of local souvenirs, putting any or all the views of a dealer's town on whatever novelty he may select. In towns where there are famous buildings, or well-known landmarks, or if the town is a summering or wintering resort, such a series of local views will largely increase the business of the dealer. The views, portraits or simply the name of the town can be put on the novelty in any design and in any color. Those interested should secure a catalogue at their earliest convenience.



FROM ALL OVER THE WORLD

Little notes of interest to the trade picked
up from different parts of the globe.



IN the pottery business, as in all businesses of the modern day, there are occasionally found men possessing some monomaniacal idiosyncrasy or peculiarity, as was recently discovered when the will of the late James Tams, the oldest pottery manufacturer in the United States, was filed for probate in Trenton, N. J. The six sons of the deceased, so stipulates the will, must take positions with the Greenwood Pottery Company, and shall forfeit their income and share in the residue of the estate if they or their sons reveal the secrets of the concern, or engage in competition with them. To William H. Tams, one of the sons, is left \$50,000 for special services, and the will requests that he be made president of the company, the other sons to work under him. A trust fund is provided for the widow and daughters. No inventory of the estate was filed and its value is at present unknown.

The Emperor of Austria, upon the recent occasion of the anniversary of his birthday, received from the King of Saxony a magnificent porcelain vase, produced at the Meissen factory.

There is a report from Yokohama that while some of the manufacturers of cloisonne ware in Japan prepare their own enamel, only one firm in the Yokohama district deals in these enamels, his price for common colors, per package, equivalent to one and three-quarter pounds, being twenty-five cents; bright blue sells for thirty-five cents, and red or scarlet for \$1.25.

In the potteries of lower Austria workers are paid from sixty-one cents to \$1.02 a day; in some of the other Old World potteries they are paid according to piece work. The foreign potter works much slower than does the American potter, and when paid by the piece he cannot make as much, for foreign pottery workers have been educated not to speed but to quality.

Revised custom reports for the year 1909 show that Japan exported earthenware and porcelain to the value of \$2,618,400, and of this amount the United States took \$1,442,841.

In Panama every general store stocks glass and china ware of the cheapest, gaudiest, and ugliest description, for which there is a large demand amongst the colored population. Some glassware comes from the United States and a little crockery and toiletware from England, but otherwise the trade is entirely in German goods.

United States Consul, Wilbert L. Bonney, writing from San Luis Potosi, Mexico, says that there is an opening in that city for a store on the plan of the American "5 and 10 cent store," handling at retail small articles of use, novelty, ornament, and toys. The people there, he goes on to say, are for the most part poor, but they spend their centavos freely, and the small articles which make up the stock of a store of the kind described, are now sold at excessive prices, are kept in scattered shops without display facilities, and little attention is given to catering to this class of trade.

The Austrian Government has recently promulgated the edict that letters of ordinary form, whether alone, or surrounded by an enclosure of the customary nature, will not be recognized as a distinctive mark for pottery, the contention being that such a form of marking is more frequently used to denote qualities and prices, rather than to show distinction between various articles.

While digging a well on a farm at St. Annes, Manitoba, there was recently discovered an apparently unlimited quantity of silica sand that to all appearances is entirely free of iron which, generally, is regarded as the most troublesome ingredient. It is expected that steps will be taken immediately to develop this find.

The death list for the month just passed contains the name of Pliny Fisk, who, it is said, operated the first decorating department in an American pottery, an innovation conducted in connection with the American Crockery Co., manufacturers of Trenton, N. J.

The road to success is not short and it is not easy, but it certainly is worth traveling.

PRACTICAL SCIENCE DEPARTMENT

Edited by Prof. Charles F. Binns

A Series of Talks on Colors and Colorants—Part V—Continued

Underglaze Colors

Underglaze pink has not been used to any great extent in this country for two reasons, the glaze fire is too severe and the glaze is unsuitable. The color itself is not difficult to make and a great deal of information has been published with regard to it. The Transactions of the A. C. S. contain several valuable contributions on the subject and investigators are still at work. The essential ingredients of the color are tin oxide, whiting, and a salt of chrome. The opinion of Dr. Mellor is that the source of the chrome makes no difference in the color. Prof. Purdy, on the other hand, has found considerable differences, but attributes these in part to the behavior of the various compounds. Formerly the green oxide of chrome was used, but the chromates of lead and potassium are available. The latter is advocated, because it can be readily dissolved in water and thus a more perfect mixture can be made than is possible with solid substances.

Seger gives the following recipe for a chrome-tin pink or red:

Tin oxide	50
Marble or whiting.....	25
Flint	18
Potassium chromate.....	3
Borax	4

and Mellor used a very similar mix, viz.:

Tin oxide.....	50
Whiting	25
Flint	18
Borax	4
White lead	4
Chromic acid	1.5

In each case the mixture is calcined at a low biscuit heat. It is stated that the use of the whiting is to develop the pink color at a low temperature. Tin oxide and chrome alone will produce a pink but a very hard fire is necessary. The small quantities of borax and white lead are introduced for the same purpose.

After calcination the pink is ground and washed. The water is at first yellowish and the washing is continued until all the yellow color has been removed. This question of washing is still under investigation. It would seem as though it resulted in a loss of some of the chrome and that if exactly the right amount of chrome were used no washing would be necessary. We have never found, however, that the same color could be made by diminishing the quantity of chrome as was produced by using a larger amount and washing out the excess.

The glaze to be used for a good pink is of the greatest importance. This was brought out by Mr. Ernest Mayer at the very first meeting of the Ceramic Society, and his results are to be found in Volume I. of the Transactions.

Another color which is dependent upon chrome is red brown or chestnut. For this color three ingredients are essential, iron oxide, chrome oxide and zinc oxide. The tint varies with the proportions, but neither oxide can be omitted entirely. The color is easily affected by over fire, but calcination at a high temperature will help to overcome this. The following are reliable recipes for different shades:

Dark brown, Iron oxide.....	22
Chrome oxide.....	20
Alumina	58

Red Brown, Iron oxide.....	23
Chrome oxide.....	21
Zinc oxide.....	56

Light chestnut, Iron oxide.....	17
Chrome oxide.....	16
Alumina	12
Zinc oxide.....	55

In each case the mixture should be ground wet on a ball mill, dried and calcined in the biscuit kiln. The alumina of commerce contains a good deal of water, it should therefore be calcined before use in order to obtain the correct weight.

A convenient and useful diluent for under-glaze colors is found in ground biscuit ware, commonly called *pitchers*. Clean broken biscuit is crushed small and ground on a ball mill. A drag mill is not suited for this material, as it will set very hard. The ball mill frees itself after standing, but the drag mill does not and great care must be exercised in starting the power lest the stones should be so firmly embedded as to cause a breakage. Ground pitchers is especially useful in blues, as this material tends to arrest the flowing of the color.

Yellow and orange are easily made, but there is not much use for these colors in printing on account of the weakness of the effect produced. They are useful, however, in mixing with greens, and for filling in. The yellow is the antimoniate of lead, commonly known as Naples yellow, and is made from red lead and oxide of antimony calcined with a little oxide of tin. For orange an addition of iron oxide is made.

Yellow. Red lead.....	36
Antimony oxide.....	50

Tin oxide.....	14
Orange. Red lead.....	36
Antimony oxide.....	50
Iron oxide.....	14

In each case the mixture, thoroughly incorporated, is spread on a biscuit platter and set at the bottom of the biscuit kiln or top of the glaze kiln. The platter should be washed with flint.

In former times certain neutral or semi-neutral colors were popular, but if the glaze-fire be at all severe the tendency of these is to separate into their constituent parts. For instance, mulberry is produced by mixing blue and pink, but the blue is soluble in the glaze, while the pink is not so that the least excess of fire will show a purplish print, surrounded by a blue halo. This can be partially avoided by thoroughly calcining the mixture before grinding.

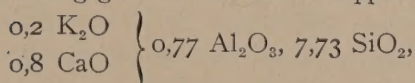
Molybdenum Black and Orange for Porcelain High Temperature Firing

Molybdenum has various stages of oxidation, respectively producing deep black, black, dark-brown, and whitish tones, as well as indigo-blue oxides of various compositions.

The sulphur combinations MoS_2 , MoS_3 , MoS_4 , are black, reddish-brown, and cinnamon-brown. Thus, if sulphur fumes were conducted into small firing-kilns, the cinnamon-brown combination, MoS_4 , could be produced, while the action of chlorine, sulphur, and metallic fumes on the different stages of oxidation will give many new tones of color.

Dissolved molybdenum acid salts, at Seger cone 010 a, fired in reduction, still form molybdenum acid, for the tendency toward oxygen is very marked with molybdenum up to Seger cone 14. Consequently, varying grey tones are easily produced, if the fire up to the end of the glazing is not of an extremely reducing character.

In a recent article on the subject from the pen of Herr. Th. Hertwig-Möhrenbach, in the *Keramische Rundschau*, four receipts are given for molybdenum black. In three of them the colors are to be applied to thin fired porcelain cups, and this step followed by firing in strong reduction at Seger cone 010 a. The following glaze would then be applied:

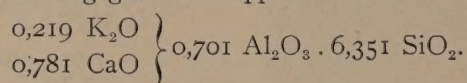


composed of:

Tirschenreuth pegmatite.....	37%
Calcined quartz.....	19%
Limestone	11%
China clay, fired at Seger cone 14.....	7%
Broken porcelain of the composition.....	$\left\{ \begin{matrix} \text{Clay substance} \dots 44.9\% \\ \text{Quartz} \dots 27. \quad \% \\ \text{Feldspar} \dots \dots 28.1\% \end{matrix} \right\} 26\%$

In the production of molybdenum orange, one of the special colorings prescribed in the case of black was heavily applied to the body, and fired in reduction at

Seger cone 010 a. Painting over with nitrate of manganese, dissolved in hot water in the proportion of 78:13, was the next step, firing in reduction at Seger cone 010 a. then taking place. The color must always be dissolved by heat before being again used. The following glaze was applied:



Firing at Seger cone 12 followed.

A full, deep orange was produced in the glost fire, relatively free from smoke. The orange became paler with super-heated glaze. Various other details are quoted in this interesting article, bearing on other applications of molybdenum.

Platinized Glass

Platinized glass consists of a piece of glass coated with an exceedingly thin layer of a liquid charged with platinum and then raised to a red heat. The platinum becomes united to the glass in such a way as to form an odd kind of mirror.

The glass has not really lost its transparency, and yet if one places it against a wall, and looks at it, he sees his image as in an ordinary looking glass. But when light is allowed to come through the glass from the other side, as when it is placed in a window, it appears perfectly transparent, like ordinary glass.

By constructing a window of platinized glass one could stand close behind the panes in an unilluminated room and behold clearly everything going on outside, while passersby looking at the window would behold only a fine mirror or set of mirrors in which their own figures would be reflected while the person inside remained invisible.

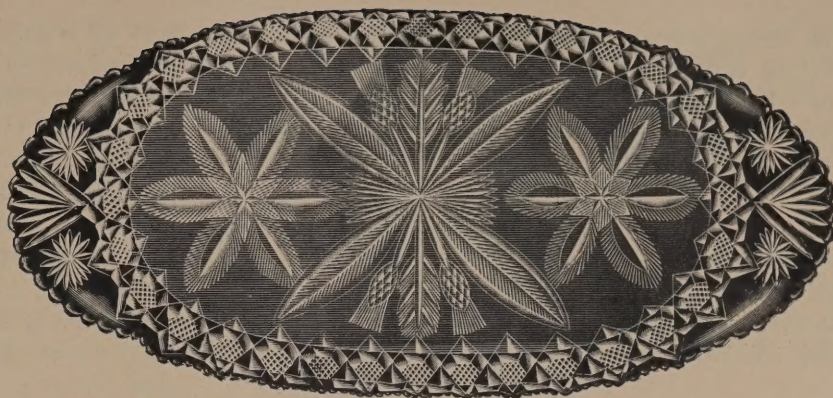
In France various tricks have been contrived with the aid of this glass. In one, a person seeing what appears to be an ordinary mirror approaches it to gaze upon himself. A sudden change in the mechanism sends light through the glass from the back, whereupon it instantly becomes transparent and the startled spectator finds himself confronted by some grotesque figure.

Pottery Glazes

A glaze is a glass especially composed, ground fine in water and spread evenly over a piece of pottery, then fused in a kiln. It has two uses—protection and ornament. The clay which has been burned, but not glazed is porous, unpleasant to the touch, difficult to keep free from dust and attacked by frost and acids. All this is remedied by the glaze. Secondly, the glaze furnishes a beautiful color and texture.

For raw glazes the following materials are all that will be needed and they may be purchased from any dealer in chemical supplies, pure enough for use: White lead, whiting, barium cabdonate, zinc oxide, kaolin, feldspar and flint. These are all bought in the dry state. A glaze is a compound of fusible and infusible materials, so balanced that, at the right temperature the mass will melt and flow.

(Continued on page 33.)



Cut glass globe and tray in Floral Design

GATHERED IN GOTHAM

Being an Account of Some of the New Things on the Market, and Where to Get Them

AMONG attractive collections being displayed by Hugh E. Edmiston, 43-51 West Fourth Street, is a reproduction in Crown Staffordshire China of the Olde Willow Pattern of the Dr. Wall period (1751-1783). The importations into England at that time were principally Chinese, from which the ideas of the period were taken. The patterns are in enamel colors of reds, blues, greens and yellows. Ornamental china baskets are said to be extremely popular. A popular holiday novelty is the Hobbs tea infuser for making individual cups of tea.

L. Straus & Son, 42 Warren Street, are displaying an unusually large line of cut glass. Bohemian silver mounted ware continues to be popular.

Mr. Hughes, of the Ceramic Transfer Company, 32 Union Square, reports business better than in three years. Customers are buying with greater confidence and in larger quantities. On this account it is desirable that orders be placed in advance. A large variety of attractive styles are being shown.

The Art Import China Company, 32 West Twentieth Street, continues to receive new designs and styles in white china for decorating. Palatin ware especially appeals to the public at this season.

A. Gredelue, 43 West Fourth Street, who returned late last month from an extended business trip throughout the United States and Canada, found business to be good. Many customers were surprised by the new deep needle etching being used on the Gredelue line of glassware. The detail of the etching, which is said never to have been equalled on the American market, is instrumental in securing large orders.

Among late designs in spun and hammered brass, being made by B. Weiner, of 647 Broadway, are square headed articles with handles of lion or elephant

heads and bases of claw feet. Jardinieres, with bodies of hammered brass, and bands, handles and feet of copper, are attractively displayed. All originated in Russia.

R. Slimmon & Co., 96 Church Street, recently received a large line of fancy tea pots from the factory of R. Sudlow & Sons, England, in a variety of gold, silver and painted designs. Rail plates, suggesting incidents in English literature, yellow and white Scotch motto ware and a large line of old blue willow ware from the factory of Bourne & Leigh, are only a few of the attractive collections being shown.

The New York Stamping Company, 108 Chambers Street, offers many suggestions toward the solution of the gift problem. Among these is a pretty display of nickel mounted casseroles and a new line of percolators and tea kettles in nickel and copper.

C. B. & J. Warner, of 47 Warren Street, have purchased a substantial interest in the Niagara Cut Glass Company, of Buffalo, and will sell the output of that factory during the next five years. The company is about to bring out some two hundred new cuttings. J. W. Murray will manage the factory.

Business continues good with J. K. Shaw, 25 Duane Street. An order for glass and china has been received from the Pittsburg Athletic Club. The glass, consisting of goblets, champagnes, sherrys, tumblers, etc., bears the club insignia in a deep acid etching, and the china is finished in gray and red, the club colors. Among other orders is one from the Public Service Corporation of New Jersey, for glass, china and silver; and others from the Whitehall and Reform Clubs, of New York, for china and glass.

The Bent Glass Novelty Company, of 79 Walker Street, are pioneers in the bent glass industry, having been engaged in the business for sixteen years. Their present output includes leaded glass shades in hang-

ing and portable shapes, representing the art of Greek, Syrian, Egyptian, modern and other periods. Designs with fruit in relief and hammered and sawed brass in skies, trees and landscapes are also being displayed in the show-rooms.

The Tajimi Company, 597 Broadway, are displaying some new Japanese import designs of china in gold and in green. Their strongest lines at present, however, are Seizi ware in green, and Howo ware in blue and white.

The general run in silk shades for lamps, candles and electric lights, made by the H. Hohenstein Company, 30 Waverley Place, continues to be good. Samples are sold as rapidly as they are made.

A. P. Doctor, 66 West Broadway, representing the Central Glass Works, states that since July the factory has been running at a one-third greater capacity than in the twelve preceding years. Business not only continues good, but is increasing.

John E. Rohrbeck, 22-24 Downing Street, is showing extensive lines in Albion onyx, consisting of pedestals, clock cases, candle-sticks, lamp portables, fern dishes and other articles for decorative purposes in the home. Albion onyx owes its richness, its superior harmony and blending of colors, the delicate veining and beauty to nature alone.

E. B. Dickinson, New York representative of the Steubenville Pottery Company, will soon move into the Fifth Avenue Building, at Broadway and Twenty-third Street. In addition to the Steubenville company's lines, Mr. Dickinson will take the line of the Liberty Cut Glass Works, of Egg Harbor, N. J., and

that of Ripley & Company, Pittsburg, Pa., who will manufacture a line of high-grade pressed tableware and blown glassware.

Otto Thurnauer, an importer of German fancy ware and bar goods, 19 East Twenty-first Street, has announced that he will discontinue that business as soon as the present stock can be closed out.

Lazarus & Rosenfeld, 60 Murray Street, are displaying some pretty breakfast sets in white with delicate border patterns. The sets consist of ten pieces on a twenty-two-inch tray. Chantecler novelties, consisting of various birds brought out in natural colors, are popular.

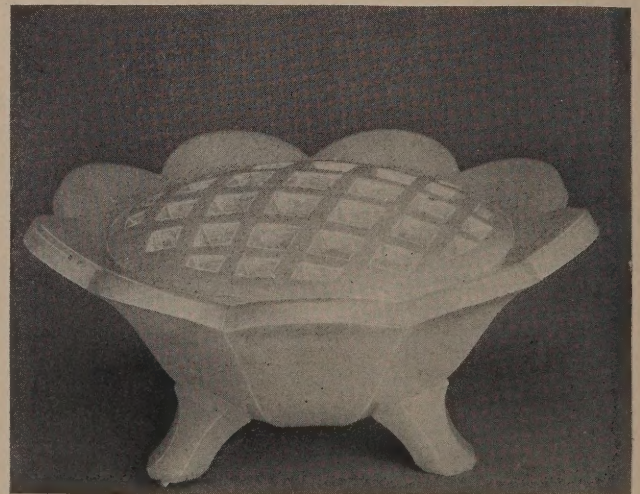
The Continental Art Glass and Brass Company's factory at 22 Howard Street, is working nights and holidays endeavoring to fill heavy orders for lamp shades and electric domes, in designs of leaded glass and hammered brass.

In addition to their usual high-grade lines of Burleigh ware, George F. Bassett & Company, of 52 Park Place, are displaying an attractive collection of decorated china, entitled "Little Novelties for Little Folks." Nursery rhymes and pictures in rich colors on a china body, are very effective and the novelty, taken in connection with the holiday trade, is proving to be a self-seller.

The Pittsburg Lamp, Brass and Glass Company, whose New York offices are at 82 West Broadway, report an increasing business, with every factory running overtime. One of their late designs are pictured on another page.

Bauscher Brothers, German crockery manufacturers, represented by Ewald Nacht, 53 Park Place, will move into new quarters at 52 East Twenty-first Street, April 1.

The Jefferson Glass Company, represented by Fred. Skelton, 32 Park Place, is busy on the Chippendale and



Flower Stand in Crystal and Corona—The Jefferson Glass Company

new lines of Corona ware. Many new pieces are being shown. A line of the Beaver Valley Glass Company, in which a deep plate etching in rose design is brought out prominent and silvery, is attractively displayed.

Morris Bergman, 112 Bowery, and Joseph H. Schwartz, 268 Bowery, wholesale jobbers in crockery and hotel china and glassware, returned recently from a business trip to East Liverpool, O., and vicinity. While there, they purchased ten carloads of seconds and thirds in china, giving each a stock in this line as large as any in the city.

The M. Schaffer-Flaum Co., of 258 Grand Street, dealers in lighting fixtures and glass, will shortly occupy new quarters at 44 Barclay Street, having leased the entire building for a term of five years.

E. R. Thieler, 66 Park Place, representing the firm of Villeroy & Boch, Mettlach, Germany, is displaying an attractive line of holiday novelties in inlaid stone ware. A collection of favorite pieces are shown in the frontispiece.

POTTERY GLAZES

(Continued from page 30.)

Now for the glaze! You will need the above mentioned chemicals, a metric scale capable of weighing grams (as all the numerals are given in grams); a piece of plate glass and a palette knife, with which to grind the glaze when made.

To make it simply means that you weigh out the proper number of grams of the various chemicals, slightly dampen them with water and rub on the glass with a palette knife until the mass is smooth and free from lumps. Here are some recipes that have been tried and found effective in color and texture:—

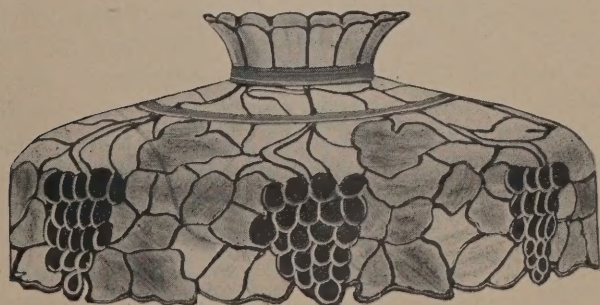
A COLORLESS OR CLEAR GLAZE.

White lead.....	155 grams
Whiting	30 grams
Feldspar	56 grams
Florida clay.....	13 grams
Flint	90 grams

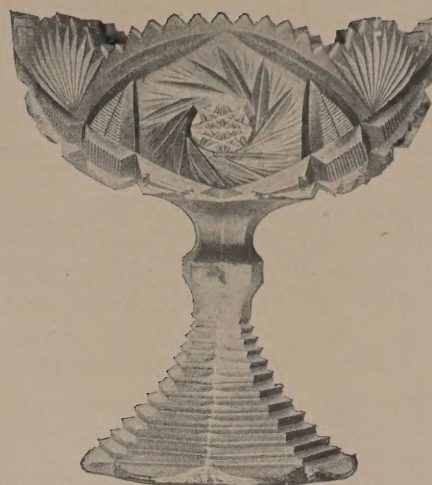
There are two sorts of glazes possible to make, bright and matt. Recipes given below are for bright glazes:—

GREEN (BRIGHT).

White lead.....	155 grams
Whiting	30 grams



Leaded Glass Shade—Continental Art Glass Company



Comfort—A. R. Marryatt

Feldspar	56 grams
Florida clay.....	13 grams
Flint	90 grams
Cobalt oxide.....	1 gram
Copper oxide.....	6 grams
Yellow ochre.....	4 grams

(BRIGHT) BROWN.

The same as for green up to the Cobalt oxide, then for the three final ingredients substitute

Iron oxide.....	3 grams
Nickel oxide.....	2 grams
Manganese carbonate.....	4 grams

(BRIGHT) BLUE.

The same as for green, except the three final ingredients, for which use

Iron oxide.....	6 grams
Cobalt oxide.....	3 grams

For an olive green matt glaze use the following ingredients:—

White lead.....	131 grams
Whiting	20 grams
Feldspar	84 grams
Raw kaolin.....	53 grams
Zinc oxide... ..	10 grams
Flint	18 grams
Copper oxide.....	5 grams
Iron oxide.....	4 grams
Nickel oxide.....	1 gram

Society of Craftsmen

The National Society of Craftsmen opened its annual exhibition, Wednesday evening, December 7, with a reception in the galleries of the National Arts Club, New York City. Two large Chinese jars stand at the entrance, and a loan collection of Chinese pottery, from the Han dynasty, serves as an incentive to the craftsmen of to-day. Among the many interesting exhibits is a case of forms with soft, gray-green mat glaze, shown by Charles Binns, director of the State Ceramic School, at Alfred, N. Y. A fuller account will be given in January.

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Fire Bronze

FOR many years manufacturers of artistic metal goods, particularly articles made of brass, have been trying to put a finish on the metal that would be different from the cold polished brass or ordinary brush brass finish, and some very effective results have been obtained. Decorators and artists as well as discriminating housekeepers have found that the ordinary polished brass or brush finishes on artistic pieces of metal goods have been either too glaring or too cold in the decorative effects of the rooms in which they were placed.

The mission finished copper is the nearest approach to the subdued coloring of such articles that has been found in some time.

Any number of oxidized effects have been produced on brass articles of this description, but these have been almost invariably more or less cold or harsh in decorative schemes. Nevertheless the ware is an improvement over the old polish or brush finishes.

The long-felt want in the artistic finish, which is so mellow and rich that it will blend with any color scheme and can be placed in a room of any decorative effect, has at last been found in a production of a finish known as *fire bronze*.

It is, like most discoveries, a secret of one manufacturer, who produces the finish under chemical fire, and the colorings, which constitute practically all in the rainbow, are actually thrown into the metal and are so blended that the effect is rather difficult to describe. The nearest approach to a description is possibly by a comparison to dapple shadings, if one can imagine those colorings made deeper and more subdued. The finish is practically everlasting.

The company, which is producing the fire bronze, is finishing its entire production, of several hundred pieces of metal goods, in this finish, as well as in the former brush finish. It has also reproduced a number of museum pieces and over forty original designs in both plain and Repousse Jardinieres, which are especially adapted in design to the fire bronze finish.

It is believed by many that the new finish will do much to revive, if not entirely revolutionize, the sale of brass articles.

Great Britain, with an army of 7,000 pottery workers, has been studying the evils of the trade through a commission which has reported optimistically in a big volume to the effect that poisonous lead glazes are to be eliminated by more laws and closer inspections. "Potters' rot" is the old, deadly ailment of the pottery worker. The name is colloquial, indicating the deterioration of the lungs and the respiratory organs through inhalation of the fine, flinty particles which come of the shaping and finishing of the pottery piece. In the judgment of those who face real conditions among the British pottery workers the recent report of the departmental commission upon the evils of the shop is looked upon as academic and impossible of results. The government inspectors are too few in number to bring about radical reforms.

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W A N T E D

Advertisements in this department, five cents a word. Minimum charge one dollar.

Pottery and Glass, 395 Fourth Avenue, New York.

WANTED—Salesmen for new cracker-jack, patented household article of great merit, soon to become famous. Fine side line, good commission, pocket photo sells it on sight as dealer recognizes superiority. Address, Mesha Mfg. Co., 118 Beekman Street, New York.

WANTED—For 1911, three high-grade illuminating glassware salesmen to work on salary, also two salesmen to work on commission in two of the largest cities in United States. Established business; large complete line. Exceptional opportunity for men who can produce the goods. All letters strictly confidential. Address K 2612, care POTTERY AND GLASS.

Co-operative Flint Glass Co.

BEAVER FALLS, PENNSYLVANIA,

Will be represented at Fort Pitt
Hotel, Pittsburg, during January
and February, at Room 544, by

WILLIAM A. REAPER

A. BERGER

The Crockery District

Electrical Contractor

25 WEST BROADWAY

Phone, 5709 Barclay

If you intend opening a new showroom or re-arranging the lighting scheme in your present quarters, phone me or send postal for consultation. Bells, Telephones, etc. Alterations and repairs.

The Nelson McCoy Sanitary and Stoneware Co.

Staple stoneware is our specialty. All kinds of jugs, jars, churns, milk and dairy vessels. Write us for prices.

**The Nelson McCoy Sanitary
and Stoneware Company**

ROSEVILLE

OHIO

MASON, FENWICK & LAWRENCE

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220 BROADWAY (St. Paul Building,) NEW YORK, N. Y.

Pottery and glassware manufacturers should protect their exclusive
patterns by design patents of which we make a specialty.

PATENT AND TRADE MARK PRACTICE EXCLUSIVELY

ESTABLISHED 1861



Manufacturers of Potters' Dressing Irons, also Jolly Tools, Saggars, Punches, Saggars Dressers, Packing Paddles, Saggars Clay Cutters.
I. R. HARVEY Beaver Falls, Pa.

Please Mention POTTERY AND GLASS When Writing Advertisers

ANNUAL CRYSTAL SHOW

"Where Buyer and Seller Meet"

The Time— February 11th to 25th, 1911 (*inclusive*)

The Place— Marbridge Exposition Hall
Broadway and 34th Street, (Herald Square)

<u>The Goods</u> —	Cut Glass	Lead Blown Ware	Perculators
	China	Leaded Cut Glass	Coffee-Machines
	Dinner Ware	Porcelains	Chafing, Caserole
	Toilet Ware	Stone Ware	And Baking Dishes,
	Earthen Ware	Rock Crystal Glass	And their Accessories
	Hotel and Table Ware	Gas and Electric Fixtures	Cooking Ware
	Pressed Table Ware	Tea-kettles	

Mr. Manufacturer:—

We propose to connect ourselves with your selling force, by furnishing you the opportunity to meet the people you want to meet — 25,000 Buyers in your lines will be here in February. If your efforts can be concentrated in force and centralized as to locality, and that locality the best selling point in the City of New York, the result will be many fold that of scattered individual effort.

You can meet more real Buyers in two weeks at the Crystal Show than any dozen salesmen can reach in an equal space of time

REMEMBER:—

First: That this is strictly and exclusively a *TRADE SHOW*. No house-furnishings, kitchen utensils or kindred lines will be exhibited

Second: That the price for the second week is one-half that of the first and includes erection of booths, counters, columns, signs, electric globes and electric current. No extras. All you have to do is to move in, display your goods to the best advantage, and we bring the Buyers to you. It is then *up to you*.

SOME COMMENTS OF THE TRADE

A representative cut glass manufacturer, not far from W. Broadway and Park Place:

"This is something that ought to have been done long ago."

A leading Pottery Manufacturer not many miles from Buffalo, New York:

"If you will hold the show two weeks instead of one I will move my entire exhibit from the Fort Pitt Hotel, Pittsburg, to the Crystal Show at the Marbridge Exposition Hall."

A representative, old in Pottery salesmanship, now in the uptown district:

"If you make it a glass, pottery and brass *TRADE* show, the trade ought to and will approve."

A Honesdale, Pa., Cut Glassware Manufacturer:

"We are frank to say that the idea appeals to us very strongly and we trust you will meet with success so that the Crystal Show will account a permanent affair."

And many others of like tenor.

Consult diagram and prices (opposite page). Remit 25% to reserve your booth. We do the rest.

MANUFACTURERS' HOUSEHOLD GOODS EXPOSITION COMPANY

MARBRIDGE BUILDING

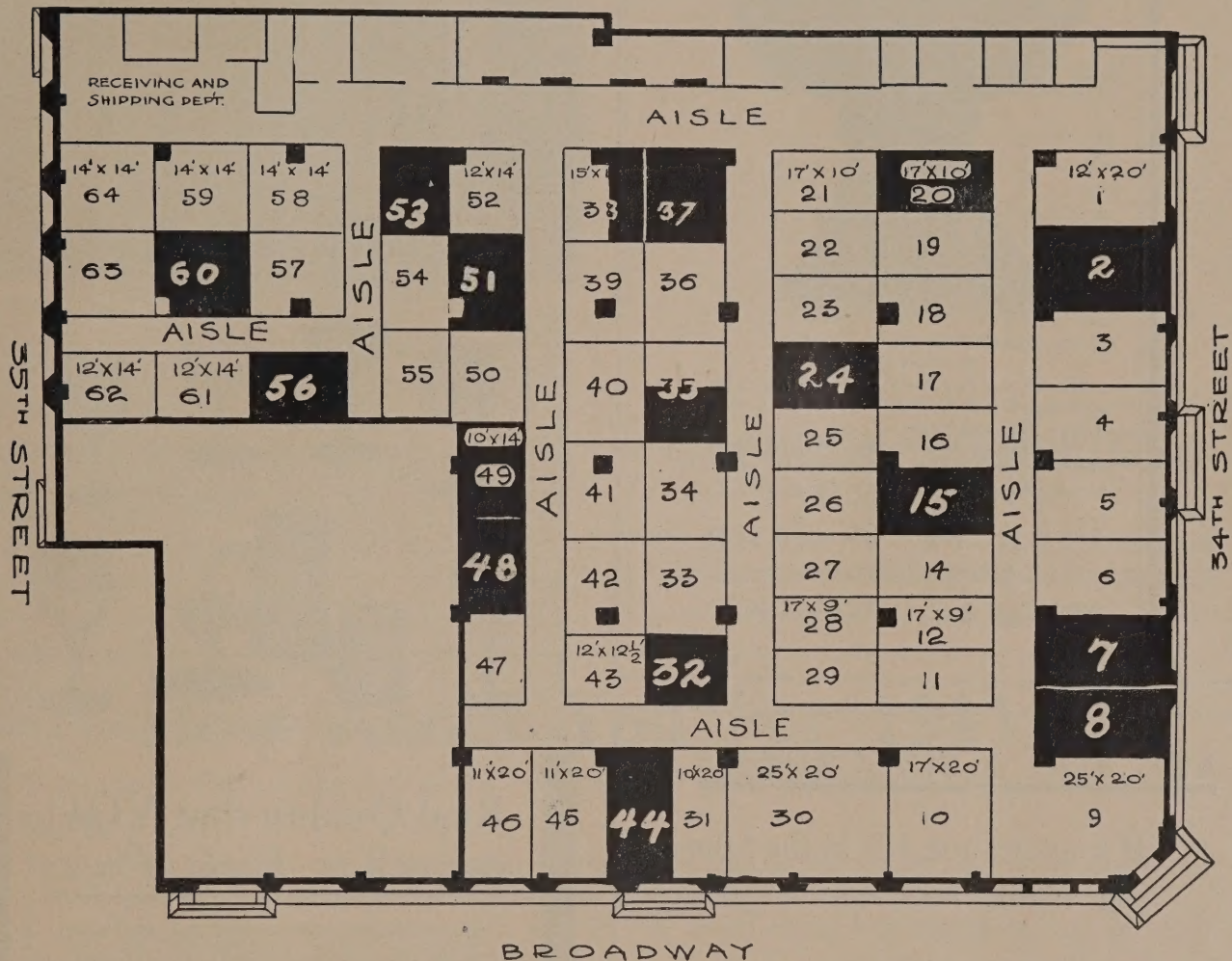
Broadway at 34th Street

NEW YORK

OFFICIAL DIAGRAM GLASS and POTTERY SHOW

February 11 to 18
1911

TO BE HELD AT MARBRIDGE EXPOSITION HALL BROADWAY
34th TO 35th STS.
NEW YORK CITY



PRICE OF BOOTHS

	Sq. Ft.	Price		Sq. Ft.	Price
1 to 8	240	\$420.00	33 to 42	187	327.00
9 & 30	500	875.00	43	150	263.00
10	340	595.00	44	200	350.00
11 & 12	153	268.00	45 & 46	220	385.00
14 to 27	170	298.00	47 to 49	140	245.00
28 & 29	153	268.00	50 to 56	168	294.00
31	200	350.00	57 to 60	196	343.00
32	150	263.00	61 & 62	168	294.00
63 & 64	196	343.00			

UNDER THE MANAGEMENT OF
MANUFACTURERS HOUSEHOLD GOODS EXPOSITION CO.

MYNDERT A. VOSBURGH, *President*
MARBRIDGE BUILDING, NEW YORK

-Cut Glass-



PARIS PUNCH BOWL
10, 12 and 14 inch

One of our Popular Priced Cuttings; also in 8 and 9 inch Bowls, Nappies, Ice Cream Trays, Jugs and Vases.

We make a complete popular priced line in exclusive cuttings that will show a big profit to your department. Write for particulars.

John A. Nelson

Cut Glass Manufacturer

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Huott Publishing Co.,
395 Fourth Avenue,
N. Y. City.

1910.

Enclosed find \$2.00 for one year's subscription to *Pottery and Glass*, the only Monthly Magazine in its field.

Name _____

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Real Quality that YOU can sell at *Right Prices*

The best selling lines manufactured in America:—Lead Blown Stemware and Tumblers. Blown Table Ware, Plain, Cut, Needle Etched, Gold Banded, or White Enamelled Decorated.

*Send for Illustrated Catalogue and
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We make a Special Study of the Art and Execution of Monograms and Crest Etching in Original Designs for Hotels and Clubs

OUR MOTTO—Prompt Shipments and Quality.

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One of our popular cuttings

Cut Glass

that sells. That is the variety we are offering buyers for the New Year's trade. New and up-to-date cuttings exceptionally rich in quality and in a large and varied assortment of shapes that we can furnish for immediate shipment. Our prices are such that will assure you a good profit.

Write For Our New Catalog, Just Out

GEORGE SCHNEIDER

49 to 61 Clymer St.

Brooklyn - - - - - New York

How About You For 1911?

We suppose that on the first of the year you will make good moral resolutions.

NOW:

How about making one of them that you will not follow the line of least resistance, but will resolve to go out of the way a little to find something good for your business? If you have made your mind to this, and if you heard about our company you should hunt us up and see what we are making.

THEREFORE:

We are going to save you a little trouble by telling you what we make, so that if you do not handle the class of ware manufactured by us you will not waste your time.

WE MAKE:

Tumblers, both blown and pressed, blown stemware, and we do needle etching, deep etching, and light cutting. These are a few things that we do.

ALSO:

We guarantee that our ware will run more uniformly good in quality, color and finish than any line of tumblers yet on the market.

Our new catalogue of blown and pressed ware will be out by the first of January.

AND:

You should have it.

BEAVER VALLEY GLASS CO.,

Rochester, Pa.

Eastern Representative, **FREDERICK SKELTON**, 32 Park Place, N. Y.

R. S. PLOWMAN, Salesman.

A. Gredelue

43-51 West Fourth Street
Corner Washington Square, New York

BACCARAT GLASSWARE

Table Glassware of Every Kind.
Great Assortment in Fancy
Goods.

Toilet Ware, plain, cut and gilt.
Goods for Mounting and Silver
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Crystal and Bronze Electric
Chandeliers.

Special line of Light Rock Crystal.

Blanks for cutting.

WILLOW FURNITURE

OF EVERY DESCRIPTION

Large Line of Serving Trays

Stock on hand for immediate delivery



SPECIAL PIECES MADE TO ORDER
CATALOGUE ON REQUEST

J. F. CAREY & CO.

SUCCESSORS TO CAREY & ARCHER

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WE wish to thank our patrons for their generous support during the season of 1910, and we will endeavor to merit the same for the coming year.

Our capacity has been increased and we assure our customers of even prompter deliveries, newer designs and more popular prices than heretofore

Our New Sample Line

will be ready at our show rooms

January 1, 1911

Also

Exhibit during January in Pittsburg

Fort Pitt Hotel

in charge of

M. Herbert and C. Dillman

UNITED CUT GLASS COMPANY

Manufacturers of Rich Cut Glass

42 WEST BROADWAY

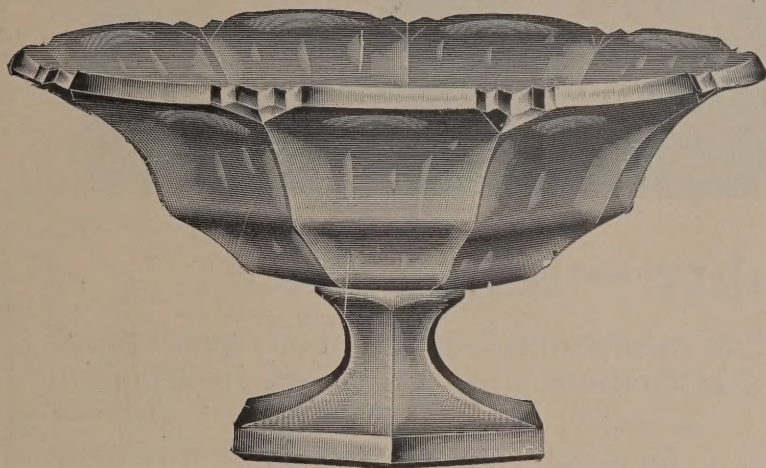
SALES AGENT FOR

Keystone Cut Glass Co., Hawley, Pa.

NEW YORK

The Duncan & Miller Glass Co.

WASHINGTON, PA.



Our No. 72 8" Compote, Shallow.

Manufacturers of....

Fine Table Glassware

New Goods are Now to be Seen at Our Salesrooms.

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GREEN & THOMAS, 33 So. Charles St., Baltimore
L. A. FLETCHER, 157 Federal St., Boston

MARSH & KIDD CO., 617 Mission St., San Francisco

Mr. Jobber:—

Don't make a mistake and send your salesman out before seeing our line. Write quick for complete description.

The SEBRING POTTERY CO.

SEBRING, OHIO

MANUFACTURERS OF

High Grade Dinner Ware
and Specialties



Right Quality — Right Price

It is the combination that means quick-selling and good profit for the dealer—it is the combination you always get in Clearcut Illuminating Glassware.

Any time is a good time to increase your profit—why not begin to sell Clearcut now?

Also ask about our Nocrac Gas Chimneys.

THIS STANDS FOR QUALITY
The FOSTORIA Glass Specialty Co.
FOSTORIA, OHIO
FOSTORIA Ohio

THE WARNER-KEFFER CHINA COMPANY

Are showing a superb line of choice decorations on their new “*Majestic*” dinner ware in exclusive border effects.

Many specialties in new dress—also new line added of *the Oriental*.

See our Merry Widow Salads, 8, 9 and 10 inches, some very attractive designs.

We wish all dealers to write us about our “Carnation” assortment.

Don't fail to see our samples or visit our sample rooms when in this vicinity.

WARNER-KEFFER CHINA CO.,

East Liverpool, Ohio

Herman Halle, Selling Agent Fancy Metal Goods

810 BROADWAY NEW YORK

Now showing the new lines of the following manufacturers

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CINCINNATI, OHIO

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Clocks, Ink Stands, Desk Sets,
Book Racks, Sconces, Candle-
sticks, Candelabra and Fancy
Novelties.

F. W. Kralert & Co.
PHILADELPHIA, PA.

Manufacturers of

Decorated Lamps, Gas and
Electric Shades,
Pitchers and
Vases

Cincinnati Artistic
Wrought Iron Works
CINCINNATI, OHIO

Manufacturers of

Gas and Electric Portables,
Shades and Domes, And-
irons, Fire Sets and
Wrought Iron Novelties
of every description.

WRITE FOR CATALOGUE

Also one of the best lines of Hammered Brass Jardinieres, Ferns, Umbrella-
Stands, Pedestals, Trays, Smokers' Articles, Candlesticks and many
other novelties entirely new.

MICHIGAN CUT GLASS CO.

LANSING — MICHIGAN

MANUFACTURERS OF

RICH ALL CUT GLASS



WE ARE NOW PREPARING
FOR YOUR INSPECTION
OUR 1911 LINE

OUR ANNOUNCEMENT IN THE
JANUARY ISSUE WILL ILLUS-
TRATE THE LAST WORD IN EX-
CLUSIVE *and* ORIGINAL CUTTINGS

LOOK FOR IT!

OUR CATALOGUE SENT UPON REQUEST

REMEMBER WE ARE MANUFACTURERS OF ALL CUT GLASS

AMERICAN GLASS SPECIALTY CO.

MONACA

PENNSYLVANIA

MANUFACTURERS OF ALL KINDS OF

DECORATED TABLE WARE *and* SOUVENIR SPECIALTIES

We make the largest line of specialty glass souvenirs of all varieties for all purposes. We can furnish novelty glass souvenirs with the name of your town lettered in any type or design you wish, either plain or with views of your school house, court house or any other prominent building or scene you may select. This is an excellent line to carry for special business, and our prices are low enough to guarantee you a good margin of profit. Our illustrated catalogue, showing hundreds of standard and novelty pieces in their natural colors, will be sent free on request.

Write for it now.

Louis Levien Cut Glass Company

Office and Salesroom - - 33 Murray Street

Factory, New York City

We Will Show

after January 1, 1911, the finest line of Cut Glass ever produced in this country. Exclusive designs and cuttings.

We Will Also

continue to be *Leader of Leaders* of popular priced goods. It will certainly pay you when in this market to call and inspect our exhibition of high grade and popular priced goods.



DO NOT FAIL TO
SEE OUR SPLENDID
LINE OF
PORTABLES

Fitted with Art Glass
Shades to Match

The Most Popular
Line on the Market

PITTBURGH LAMP, BRASS & GLASS CO.
PITTSBURGH - - - PENNSYLVANIA

WE want you to have enough
interest in the

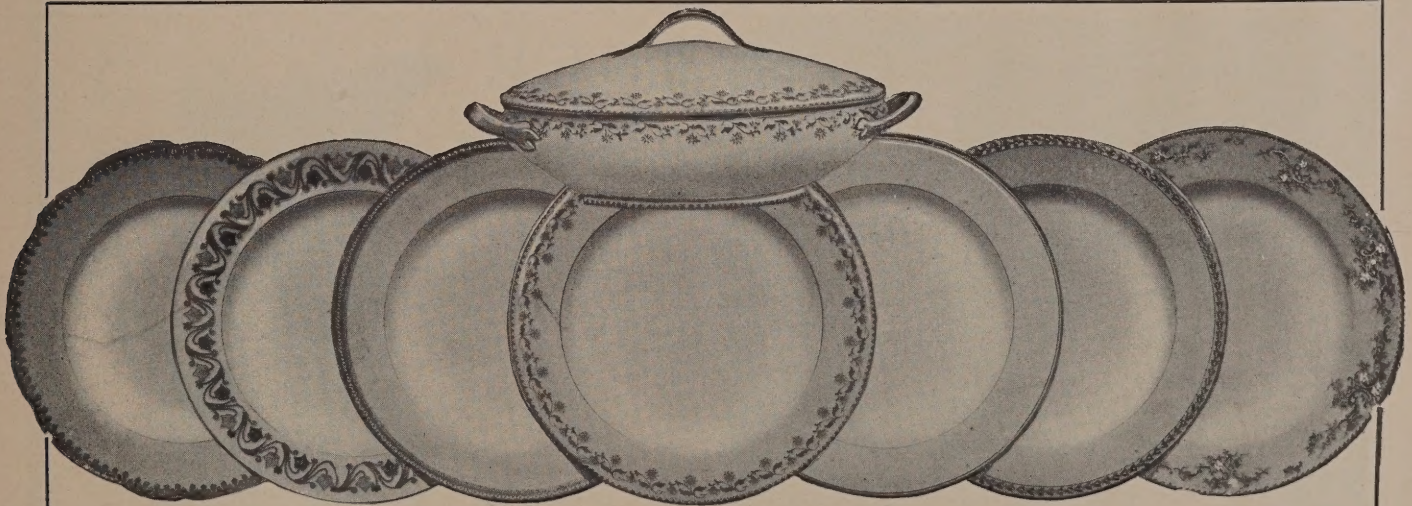
WELLER POTTERY

to have our salesman show you
samples. We are sure you will
be convinced of our leadership.

*Everything new that's good
is to be found in our line*

S. A. WELLER
ZANESVILLE, OHIO

New York display - - - - - 57 Park Place
Boston display - - - - - 144 Congress Street
Chicago display 42 Madison St., Room No. 510 Heyworth Bldg.



—THIS IS THE SEASON—

To review the past and prospect on the future ; you cannot neglect our stock patterns. We have them in all varieties, from acid borders to neat print borders, very cheap in price. We will be glad to furnish you illustrations on request. We also have in stock a large line of white china, sold to the dealer only.

VOGT & DOSE

43 Barclay Street

New York



SOLE PRODUCERS OF
"FIRE BRONZE"
 SPRING LINE READY JANUARY 2nd
 —1911—

George E. Lynch Company

333 Fourth Avenue, New York

Manufacturers of

REPRODUCTIONS OF CLASSIC
 GOLD AND MAHOGANY MIRRORS
 CARVED WOOD ELECTRIC LAMPS
 TORCHERES, SCONCES, ETC.
 ARTISTIC LAMP SHADES

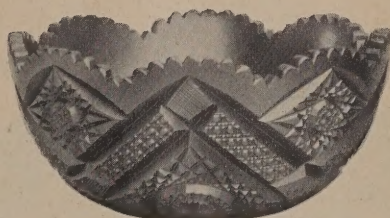
REPOUSSE AND PLAIN HAMMERED
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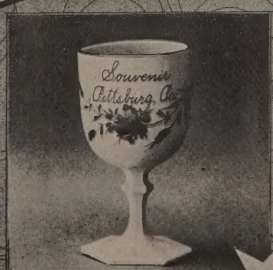




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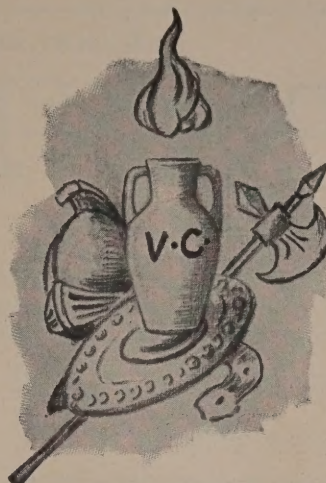
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